



Real Estate Services

Since 2005, Strategy Mentor utilizes pioneering and innovative business development methodologies and combines them with the application of innovative sales and marketing tools that deliver results for the Greek Real Estate & Property sector. We specialize in Hotels, Resorts, Seaside Villas and Seaside Lands

Strategy Mentor has:

- 15 years of Experience in Real Estate
- Extensive Greek and International Clients (Database)
- Represents more than 1.120 properties in Greece
- Business development consultants, not just brokers
- Professionalism, discretion, absolute confidentiality

Strategy Mentor offers:

- Creation of Marketing and Promotional Material
- Full Media Plan for Promoting Properties
- Due Diligence and background checks of buyers/sellers
- Lead classification and verification of interest
- Property showings and demonstrations (online and on site) all around Greece
- Creation of cost-effective investment scenarios & price negotiation winning services
- Full ownership of sales process: communication, stakeholders analysis, transactions



Mobile: +306936353060

20 Years of Working Experience in: England, Germany, U.S.A, Greece

Strategy Mentor, Athens, Greece – Position: Owner – Strategic Marketing and Development

Paspartu, Athens, Greece – Position: Sales Director

Intertranslations Ltd., Athens, Greece – Position: Sales Director

Ekdotike Athenon SA., Athens, Greece – Position: Sales Director

Avecon SA., Athens, Greece – Position: Commercial Director

Interworks Ltd., Thessaloniki, Greece – Position: Commercial Director

Smithers Pira Ltd., London, England – Position: Business Analyst for the Paper, Packaging and Printing Industry

Mitrou International Transport Ltd., Veria, Greece – Position: General Director (Family Business)

Bosch GmbH, Stuttgart, Germany – Position: IT Consultant

Academic Education and Training: England, Germany, U.S.A, Greece

M.I.T, Sloan School of Management (Boston, U.S.A) – **Executive Training in Integrated Supply Chain Management (3PL & 4PL)**

Center of Innovation Management (CENTRIM), Brighton (UK) - **Masters of Science (M.Sc) in Strategic Product Design**

University of Sheffield, Sheffield School of Management, Sheffield (UK) - **Masters in Business Administration (MBA)**

University of Northumbria, Newcastle Business School, Newcastle (UK) - **BA (Hons) International Business Studies**

University of Heilbronn, Germany - **Business & Marketing in German**

University of Northumbria, Newcastle upon Tyne (UK) – **Maths and Physics Foundation**

Technical Knowledge, Software Tools and Languages

- Solution Selling Techniques & Sales Budgeting and Forecasting Skills
- CRM Strategy, Application and Implementation Skills
- Effective Stock Management Skills
- E-Business and E-strategy Skills
- Team work, Group dynamics and Time management Skills
- SPSS - Analysis and Reporting Skills
- Negotiation, Project Management and Leadership Skills
- Knowledge and Innovation Management (Tools and Techniques)
- ERP Svstems. CRM Svstems. SPSS. NVivo. Wordress. Optimizepress

- German (Grundstoffel, Mittelstoffel)
- English (Proficiency)
- Greek (Proficiency)
- Presentations, relational marketing, direct mail, e-marketing campaigns, landing pages, prospect calling - telemarketing, conferences & exhibitions, marketing & business plans
- Excellent knowledge of CRM Systems (customization and implementation of: Salesforce, CRMSunrise, WebCRM, SalesManager)