

# Georgios Kokkinos

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Date of Birth: 7<sup>th</sup> December 1967

Marital status: married with 2 children

## Work Experience

- 2012 – Today**     **Biomagazine, Athens, Greece**  
Editor Chief / Marketing Consultant
- Steady growth of readers (more than 21.000)
  - Advertisements from companies like Merck, Alpha bank, Bioplus etc.
  - Increased the number of online visits and readers by 70% within a period of 7 months via Integrated Marketing strategies
- 2003-2013**     **Group SELONDA, Multinational Company, Athens, Greece**  
Partner/Member of Board
- Responsible for the international fish product exports
  - Monitoring annual Financial Reports
  - Executive Advisor in HR issues
- 2007 – 2009**     **TERRA SANTO Real Estate, Santorini, Greece**  
Sales Executive Director
- Responsible for the major sales ( monthly visits)
  - Train and organize a group of 15 salesmen ( every quarter)
  - Responsible for weekly updating of the official website
- 2004 – 2007**     **Saforza GMBH, Munich, Germany**  
Partner / Sales Director – District of Europe
- Manager of 10 people each of them were responsible in different parts of Europe.
  - Oversaw the delivery of seven products
  - Logistics and price control overview
- 1992 – 2004**     **KAIKI SA. Company, Kalymnos, Greece**  
Owner / CEO
- Yearly production between 1000-1500 tons of sea breams and sea bass.
  - Supervise 30 people staff and facilitate annual revenue 5.7 million Euros.
- 1998-2002**     Elected member of **CHAMBER OF COMMERCE** of **KALYMNOS**

## Military Service

**1994** Avlona official translator of the M60 A3 (tank) training manual simulator.

## Education

**2013** **Certificate in Clinical Research, Deree College / SFEE**  
Overall mark (exams): **84%**  
Sample of Modules: Applied Biostatistics  
Market Access Forum  
GCP for Investigators  
Introduction to Clinical Research  
Pharmacoepidemiology  
Medical Affairs in Pharmaceutical Medicine

**2010- Today** **Master in Business Administration (MBA), Online Course**  
**Phoenix University, USA**

**1987 – 1992** **BA in Political Science and History, Oglethorpe University**  
**Atlanta Georgia, USA**

## Languages

**Greek** Native  
**English** Excellent  
**German** Excellent  
**Spanish** Good

## Computer Knowledge

Microsoft Office, SPSS, Photoshop

## Relevant Conferences

**2009** 5<sup>th</sup> **International Biotechnology Conference** May 8-9  
**2008** 4<sup>th</sup> **International Biotechnology Conference** February 2-3  
**2006** 3<sup>rd</sup> **International Biotechnology Conference** October 5-7  
**2005** 2<sup>nd</sup> **International Biotechnology Conference** July 1-3  
**2004** 1<sup>st</sup> **International Biotechnology Conference** June 15-17

## Interests

Travel, Reading, Sports (1984-1985: Member of the National Equestrian Team)