

DEMETRI NIKODAKIS

Athens, Greece | t: +999.99.999.9999 | e: demetri@hi.htnet.hr

PROFESSIONAL SUMMARY

Over 15 years experience in electrical engineering.

Best known for abilities in project management, strategic business planning, goods acquisition, production and financial forecasting/budgeting.

EMPLOYMENT HISTORY

National Energy Program Manager 1997 — present

Energy Institute "Hrvoje Pozar" (Athens, Greece) responds to the requirements of the Greek energy sector which is undergoing processes of reform, restructuring, privatisation and opening of the energy market.

- Coordinated 50 pilot projects for hydro-power plants by negotiating with various entities (including state/municipal administration, environmental protection experts, cultural heritage production experts, equipment designers and construction companies), scoping strategic plans and goals for founding renewal energy facilities, organizing research efforts for various water streams on a national level, driving the approval of new national legislation (defining renewable national energy sources, feed-in of tariffs, investment procedures and harmonization with legislation of the European Union) and supervising field operations in order to attract private and institutional investors for the energy sector
- Drove the approval of new national legislation defining renewable national energy sources, feed-in of tariffs, investment procedures and harmonization with legislation of the European Union (EU) by engaging in intensive negotiations with governing entities, setting goals, and creating process-oriented approaches in order to establish an organized system of power plant construction, environmental production and energy efficiency while preserving cultural heritage
- Developed the annual business plan for the program by providing budgetary control year-on-year and tendering procedural organization in order to meet the EU energy sector targets for Greece
- Created banking procedures for the treatment of energy projects and related technologies in order to realize investments geared towards strengthening efficient energy production

Marketing and Procurement Manager 2004 — 2008

DIS Computers (Athens, Greece) is a retailer and producer of IT products/services.

- Sold over 100K pieces of digital recording media (i.e. DVDs and CDs) from China for sale within Greece by setting up distribution channels, providing marketing research and analysis, negotiating with suppliers, determining effective price points and promotion strategies in order to maximize profit while minimizing costs at wholesale prices

Supervisor Engineer Coordinator 1998 — 2004

Rijeka-Athens Motorway (Athens, Greece) is a company that plans, constructs and manages the motorway between Rijeka and Athens.

- Coordinated the (re)construction of 100 power transmission/distribution lines, 20 telecommunication lines, 25 power sub-stations and 70 kilometres of motorway over 5 years by providing technical/legal advisement and monitoring a budget totaling 4.2M €

SKILLS PROFILE

- Office Tools: Microsoft Office (Word, Excel, PowerPoint, SharePoint, Project)
- Technology: Electrotechnics, Electronics, Power Systems / Components, Environmental Impacts, Design, Construction, Strategic Development Planning Methodologies
- Business: Project management, Executive Management, Corporate Governance, Cross-Cultural Management (particularly with China and the Far East), Marketing, Economic Diplomacy,

- Foreign Trade, Social Responsibility, Accountancy, Business Administration, Operations, Finance, Human Resources, Research, Analysis
- Other: Sinology (Chinese Language, History, Culture, Civilisation, Philosophy and Literature),
- Languages: English, Slovenian, Chinese, German

EDUCATION

Doctor of Philosophy (Ph.D.) of Science in Electrical Engineering & Computer Science

University of Athens (Athens, Greece)

Master's Degree of Business Administration

IEDC Bled School of Management (Rome, Italy)

REFERENCES

Energy Institute

Daniel Victor

J. Rakuse 1, 10000 Athens, Greece

e: dv@igh.hr

DIS Computers

David Simon

Zapadna Lozica 8, 1000 Athens, Greece

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Rijeka-Athens Motorway

Peter Charles

Sirolina 4, 10000 Athens, Greece

e: pc@hac.hr

Athens, Greece
January 31, 2010

Microsoft
1 Microsoft Way
Redmond, WA, 98109
USA

Dear John Feldman,

I am contacting you regarding the position of Senior Architect.

My strengths include many of the requirements listed in your posting particularly:

- Over 15 years experience in electrical engineering.
- Abilities in project management, strategic business planning, goods acquisition, production and financial forecasting/budgeting.

For the Energy Institute "Hrvoje Pozar", I coordinated 50 pilot projects for hydro-power plants by negotiating with various entities (including state/municipal administration, environmental protection experts, cultural heritage production experts, equipment designers and construction companies), scoping strategic plans and goals for founding renewal energy facilities, organizing research efforts for various water streams on a national level, driving the approval of new national legislation (defining renewable national energy sources, feed-in of tariffs, investment procedures and harmonization with legislation of the European Union) and supervising field operations in order to attract private and institutional investors for the energy sector.

For the Rijeka-Athens Motorway, I coordinated the (re)construction of 100 power transmission/distribution lines, 20 telecommunication lines, 25 power sub-stations and 70 kilometres of motorway over 5 years by providing technical/legal advisement and monitoring a budget totaling 4.2M €.

I possess the experience and skills necessary to fulfill the need for an exceptional architect. I am certain that I will make great contributions to your organization that will equally imbue me with a fulfilling career.

I will contact you within a few days to follow up to schedule a meeting at your earliest convenience.

Thank you for your time and consideration,

Demetri Nikodakis
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