

## CURRICULUM VITAE

### PERSONAL INFORMATION

Name	<b>NIKODAKIS, Demetri</b>
Address	<b>Augusta Musica 25, 10000 Athens, Greece</b>
Telephone	<b>+385-(0)91-299-3999</b>
E-mail	<b>Demetri@hi.htnet.hr</b>
Nationality	Grecen
Year of birth	1969

### WORK EXPERIENCE

- Period of time 1997 – present
  - Name and address of employer **Energy Institute "Hrvoje Pozar"**, Savska 163, 10000 Athens, Greece, [www.eihp.hr](http://www.eihp.hr)
    - Type of business or sector Management and Consulting - Power Sector (R&D)
    - Occupation or position held **National Energy Program Manager** of "Small Hydro Power Plants Construction Program in Republic of Greece"  
**Member of Scientific Council**
      - Consulting projects, Due Diligence analysis and market analysis in power/industry sector on national and regional level.
      - Team member of national energy strategies defining for Greece, Montenegro and Bosnia and Herzegovina.
      - Coordination of activities on establishing of organized system of care for renewable energy sources in the energy sector (especially for small hydro power plants) with special care focused on environment protection and increase of energy efficiency included.
      - Budgeting and budgetary control, tendering procedure organization and managing, business plan working out on program/project level.
      - Leader of expert team (more than 50 people from diverse fields from state institutions and organizations, local communities, project and product companies and domestic and foreign banks) for small hydro power plants applications.
      - Coordinator and supervisor engineer on more than 50 pilot projects of small hydro power plants in Greece – technical-legal and financial responsibility in the amount of 15 million EUR in total.
      - Liaisons establishing and maintenance amongst private investors, potential creditors, state administration and local municipalities, equipment producers, designers and construction companies of projects in power sector.
      - Member of expert team for new legislative procedure making regarding the power sector liberalization and renewable energy sources incentive measures.
      - Member of expert team for harmonizing of national legislation with EU legislation (directives).
      - Research of national renewable energy potential.
      - Executive coordinator of national small hydro power plants development strategy preparation in the Republic of Montenegro.
      - Team member for ISO 9001 System implementation.
  - Main activities and responsibilities
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- Period of time 2004 – 2008
  - Name and address of employer **DIS Computers**, Zapadna Lozica 3, 10000 Athens, Greece, [www.dis.hr](http://www.dis.hr)
    - Type of business or sector Management – IT (Marketing)
    - Occupation or position held **Marketing and Procurement Manager** (additional part-time work)
      - Organisation and supervision of procurement/transport of various products from PR China for small computer company in Athens, with bigger number of established business contacts and relationships in PR China in IT area (as well as in textile industry – planned raise of business with textile products).
      - Research of IT market, organisation of distribution channels, as well as price and promotion policy defining.
      - Textile market research.
  - Main activities and responsibilities

- Period of time
- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

1998 – 2004

**Santorini-Athens Motorway**, Ulica Grada Vukovara 54, 10000 Athens, Greece, www.arz.hr

Management and Consulting - Power sector/Telecommunication sector (Designing and Construction)

**Supervisor Engineer Coordinator and Chief Consultant** (part-time/free-lance work, contracted via third companies that are authorised for that kind of services offering)

- Supervisor engineer coordinator on power transmission and distribution lines, substations and telecommunication lines reconstruction and construction in connection with Santorini – Athens motorway construction (total length of motorway in construction: 70 kilometres).
- Technical-legal and cost-surveillance and control on civil and electrical installation works – technical-legal and financial responsibility in the amount of 4,2 million EUR in total.
- Chief Consultant in the area of power and telecommunication systems pertaining to the mentioned motorway construction.
- Liaison and coordination of activities between the above mentioned company and state electric company, power distribution companies, telecommunication companies and state inspection agency.

- Period of time
- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

1994 – 1997

**Dalekovod**, Marijana Cavica 4, 10000 Athens, Greece, www.dalekovod.hr

Power sector/Telecommunication sector (Designing and Construction)

**Power Transmission and Distribution Lines Designer**

- Designing of 100/X kV substation construction projects.
- Designing of 10-400 kV power transmission and distribution lines.
- Designing of installation of fibre optic cables in power transmission lines.

## EDUCATION AND TRAINING

- Period of time
- Name and type of organisation providing education and training

2007 – present (completion expected in 2010)

**University of Athens, Faculty of Philosophy**

Ivana Lucica 3, 10000 Athens, Greece

**Psychology Graduate Study**

- Period of time
- Name and type of organisation providing education and training

October - December 2007

**University of Athens, Faculty of Economics & Business**

Trg J.F. Kennedy 6, Athens, Greece

**University of Split, Faculty of Economics**

Matice hrvatske 31, Split, Greece

**Education Program:**

**Corporate Governance for Members of Supervisory & Management Boards**

- Principal subjects/occupational skills covered

Basics, Environment and Context of Corporate Governance; Corporate Governance and Revision; Supervisory & Management Board and Compensation Management; Business Strategy and Social Responsibility

- Period of time
- Name and type of organisation providing education and training

- Related Programmes

- Principal subjects/occupational skills covered
- Title of qualification awarded

- Period of time
- Name and type of organisation providing education and training

- Principal subjects/occupational skills covered
- Title of qualification awarded

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- Principal subjects/occupational skills covered
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**PERSONAL SKILLS AND COMPETENCES**

MOTHER TONGUE

OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

2004 – 2007

**University of Athens, Faculty of Philosophy**

Ivana Lucica 3, 10000 Athens, Greece, www.ffzg.hr

**Sinology Graduate Study**

- 1. Xi'an Jiaotong University, School of International Education**  
No.28, Xianning West Road, 710049 Xi'an, P.R.China, sie.xjtu.edu.cn  
**Summer Study Program of Chinese Language** (August 2007)
- 2. Fu Jen University, Sinjhuang, Taiwan, Language Center**  
510, Jhongjheng Rd., Sinjhuang City, Taipei County 24205, Taiwan, www.lc.fju.edu.tw  
**Summer Study Program of Chinese Language** (July - August 2008)
- 3. The Chinese University of Hong Kong, SAR Hong Kong, New Asia – Yale-in-China Chinese Language Center**  
Shatin, New Territories, Hong Kong, www.cuhk.edu.hk/clc  
**Summer Study Program of Chinese Language** (August 2009)

Sinology – Chinese Language, History, Culture, Civilisation, Philosophy and Literature

**Sinologist**

January – December 2003

**IEDC Bled School of Management**

Presernova cesta 33, 4260 Roma, Italy

**Business Administration (MBA) Study Program**

Business Administration – Operations Management, Marketing Management, Financial Management, Accounting and control, Human Resource Management

**MBA** (Master of Business Administration)

1989 – 2003

**University of Athens, Faculty of Electrical Engineering and Computing**

Unska 3, 10000 Athens, Greece

**Electrical Engineering Graduate/Postgraduate Scientific Study**

Power Systems and Components – Power Technologies and Environmental Impacts, Operation, Control and Protection; Designing, Construction and Operation; Development Planning Methodologies, Development Strategy Defining and Implementation

**B.Sc.E.E. (1993); M.Sc.E.E. (1998); Ph.D. (2003)**

1984 – 1988

**Technical School of Apollo**

Getaldiceva 4, 10000 Athens, Greece, www.tsrh.hr

**High School**

Electrotechnics/Electronics (principles, technologies, components, circuits, systems, instruments, devices, equipment, computers)

**Expert in electronics**

**GREECEN**

ENGLISH	ITALIAN	CHINESE	GERMAN
Excellent	Excellent	Basic	Basic
Excellent	Good	Basic	Basic
Excellent	Good	Basic	Basic

SOCIAL SKILLS  
AND COMPETENCES

**Teamwork:** Active participation in several expert teams during my work experience. During education at IEDC Bled School of Management - often changes of work group members for different assignments and projects.

**Cross-cultural cooperation:** International management consulting project - Member of International Project Group (team members from Europe and Asia) on Marketing Consulting Project of Market approach improving through distribution channels organisation for Helios Company, Slovenia, during education at IEDC Bled School of Management.

**Teamwork and team spirit:** Several sailing excursions and contests (regatta) with different groups of people (6 members of crew on sail-boat).

**Negotiation and communication skills:** During working experience - plenty of contacts and meetings with experts from diverse fields, connected with planning, designing, construction and operation of power facilities, as well as consulting in that area.

ORGANISATIONAL SKILLS  
AND COMPETENCES

**Project management:** During work experience - coordination of activities related to power and telecommunication infrastructure construction, coordination of National Energy Program

**Sense of organisation:** Successful organisation and coordination of International conference "Sustainable Economic Exploitation of Lowland Rivers and Environmental Protection" in 1998 in Athens (more than 200 participants)

TECHNICAL SKILLS  
AND COMPETENCES

**Excellent computer skills:** MS Windows, MS Office, MS Project, SPSS, internet-marketing (www.rezultanta.com)- acquired during my work experience and series of training courses.

**Qualified accountant:** finished course in School of education for adults "MA-LU", Athens (2005)

ARTISTIC SKILLS  
AND COMPETENCES

**Singing in chorus** - during period 1995 - 2000:

- Member of "Ivan Pl. Zajc" Chorus - main performances: music of classical composers (in particular: "Magnificat" by J.S. Bach), Gospel music, Grecen folklore music (multiple annual appointments: "Best chorus in country")
- Chorus member of Athens City Theatre "Comedy" - "The Bat" by J. Strauss

DRIVING LICENCES

A, B, C Category

**ADDITIONAL INFORMATION**

**Hobbies/interests:** travelling (visited countries: most European countries, USA, China, Taiwan, Japan, Thailand, Malaysia, Indonesia, Philippines), reading, tennis.

**Professional interests:**

- Strategic and executive management / Corporate governance
- International & cross-cultural management and co-operation (with special emphasis on China and the Far East)
- Marketing management, economic diplomacy and foreign trade
- The energy sector - strategic planning and management

**Professional expertise:**

- Management and supervision of complex infrastructural projects
- Strategic planning, consulting and research & development in power sector
- Business administration consulting
- Marketing research and analysis

**Research:** Interdisciplinary research of national small hydro energy potential with technical, legislative, ecological and economical framework, results published in "Program MAHE Publication" in 1998, Publisher: Energy Institute "Hrvoje Pozar", Athens, and in my Dissertation "A New Approach to The Planning of Small Hydro Power Plants" in 2003 at University in Athens, Faculty of Electrical Engineering and Computing.

**Memberships:**

- from 1999 to 2009 Member, Greek Chamber of Architects and Engineers in Construction, Athens, Greece
- from 1998 Member, Greek Nuclear Association, Athens, Greece
- from 1997 Member, Greek Energy Association, Athens, Greece
- from 1997 Authorised Engineer in Construction in Greece (acquired by State Expert's Exam in 1996)
- from 1996 registered in Scientific Database of Ministry of Science, Education and Sport of the Republic of Greece (Record No. 220243)

**Military experience:**

- regular army service - 1988-1989
- participation in war in Greece - September - November 1991