

# Evangelos Valmas

Personal Information	
Date of Birth:	02/01/1973
Place of Birth:	Athens, Greece
Nationality:	Greek
Sex:	Male
Marital Status:	Unmarried
Address:	3 Narkisson str. Halandri, 15233 Athens
Phone Number	+306945 410807
E-mail:	valmasv@yahoo.com

## Working Experience

Company:	TIME PIECES - M. PETRAKIS S.A
Department:	Sales & Marketing Department
Position:	Account Manager & Marketing Executive
Analysis:	<ul style="list-style-type: none"> <li>• Sales Engagement with customers in Greece</li> <li>• Managing Client Relationship</li> <li>• Preparing, planning, and submitting offers</li> <li>• Presales activities, including: Individual Customer presentations in Greece, vendor's products evaluation, product portfolio preparation</li> <li>• Organize promotional Events in Greece and abroad</li> <li>• Monitoring Company's budget</li> <li>• Sales teams training on solution selling and product portfolio education</li> <li>• Business Development with enterprise accounts</li> <li>• Relationship building inside customers' decision making ladder and senior level contacts influencer</li> <li>• Market analysis and co-operation establishment with selected new manufacturing or services companies for enhancing our offering portfolio in order to penetrate new customers</li> <li>• Internal meetings/inspections, internal/external coordination</li> <li>• Customer Support (Trouble Handling)</li> </ul>
Duration:	20 years (1997 - present)

Company:	COLLEGE OF SOUTHEASTERN EUROPE
Analysis:	<ul style="list-style-type: none"> <li>• Administrative Officer as part of "Work &amp; Study" program- Part-time</li> <li>• Teacher Assistant in "Political Science" course - Part-time</li> </ul>
Duration:	1 year (September 1990 – June 1991)

## Education

June 1990
Halandri, Greece
Degree in General High School

September 1990 – June 1993
College of Southeastern Europe

## Curriculum vitae: Evangelos Valmas

<b>BSc in Business Administration</b> Thesis: Marketing and Export Management
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September 1994 – September 1995
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University of Surrey Institute of Export <b>Diploma in Export Management</b>
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September 1994 – September 1995
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University of Surrey Surrey European Management School <b>MSc in Management</b>
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Study areas included:

- Project Management
- Accounting/Finance
- Human Resources Management
- Corporate Strategy
- Marketing, Export Management
- IT Management

### Foreign Languages

Greek:	Native
English:	English: Fluent (TOEFL, grade: 594, date:1995)

### General I/T Knowledge

Operating Systems:	Windows 2000/ XP/7, 8, 8.1, Mac OS X, Android, iOS
Programs:	Word, Excel, Outlook, Access, PowerPoint
Commercial Programs:	Commercial and Accounting packages (e.g. Ependysi, Kefalaio, Metrix Analysis)

### Military Obligations

Military Obligations:	Fulfilled
Duration:	March 1996- November 1997

### Skills

- Business minded, strong communicator
- Build strong relationships with customers and become their trusted advisor
- Strong business knowledge and account planning
- Team player and solid contributor in reaching and surpassing corporate and team objectives
- Have the skill to understand the customer's business objectives and drivers
- Align business solutions that help customers sustain and grow their businesses
- Strong negotiating skills with peers and customers using WIN/WIN philosophy
- Track record of success in winning new accounts, managing accounts, protecting the installed base, business development, strategic account planning, forecasting, quota attainment, communicating business transformation solutions via sales presentations
- Strong partner influential skills

### Interests

Technology, Music, Reading
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