

# ANASTASIOS KALLINIKOU

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## Personal Profile

Graduate from Democritus University of Thrace (Polytechnic School), with a degree in **Production Management and Engineering (MEng)**.

Member of the Scientific and Technical Chamber of Cyprus - ETEK

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## Work Experience

### **Dec 2021 – Current, Business development position at A&A Climatic Ltd, Nicosia, Cyprus**

- Responsible for daily tasks including financial management, marketing, customer relations, operations and team management. Negotiating agreements, contracts and terms with clients to generate mutually beneficial deal. Conduct market research to identify potential customer segments, market trends and competitor activities to guide business growth strategies.

### **Jan 2020 – Dec 2021, Technical Sales Engineer at PERI Hellas, Limassol, Cyprus**

- Review and evaluate construction projects and assist in establishing sales strategies in line with major customer requirements. Prepare detailed customer presentations for new and existing contracts. Maintain constant market research with a view to attracting interest from new customers while maintaining fruitful business relationship with existing customers. Duties include, in particular, the process of negotiating and defining pricing policy and eventually the conclusion of contracts. Collaborating with sales and technical team in order to provide to our customers the necessary resources, tools, and information to close deals and achieve revenue targets.

### **Dec 2018 – July 2019, Retail Seasonal Cashier at Hellenic Bank of Cyprus, Nicosia, Cyprus**

- Responsible for processing cash retail transactions, organizing cash retail procedures, dealing with customer inquiries, submitting suggestions for overall system improvements.

### **Sept 2017 – Nov 2018, Site Engineer at AS Air Control Ltd, Nicosia, Cyprus**

- Organizing, directing, supervising the implementation of the mechanical services including water and air distribution (Cooling and Heating) in large Building Projects.

### **Jul – Aug of 2014, 2015, 2016, Internship at A&P, Nicosia, Cyprus**

- Experience in tendering, for multimillion projects in Dubai, Qatar, Jordan and Saudi Arabia. This helped me to get an idea of the duties and responsibilities of the Engineer, regarding mechanical equipment such as Pipes, Air Handling Units (AHU) and other MEP equipment.
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## Education

### **2018 – 2020, University of Cyprus, MBA Program**

### **2012 – 2017, Democritus University of Thrace, (Polytechnic School), (MEng), Diploma 7,39/10 (Very Good)**

(Important modules included Programming (C, C++), CAD (AutoCad, Solidworks), Mechanics (Static, Fluid), Strength of Materials, Engine elements, Robotics, Mechatronics and Electronics).

### **2004 – 2010 “Kykkos A” Lyceum**

- Apolyterium with 16.8 out of 20
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## Interests

Sports. horse riding, tennis, cycling, exercising at the gym etc.

Sociable person, open to new social relationships while searching for new challenges which can strengthen both personal life and professional status.

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## Skills

- IGCSE in English Language
- Leadership
- IT (Microsoft office, CAD)
- Native in Greek, Fluent in English