

PANICOS PANAYI

PERSONAL INFORMATION

Address: 23, Kerynias Kolossi

Town: Limassol

Country: Cyprus

Tel: 25933048

Mobile: 99-598815

Email: panayi1978@gmail.com

Date of Birth: 02 Aug 1978

Marital Status: Married

OBJECTIVE: *Seeking a challenging career opportunity where there is room for development and growth within the organization.*

WORK EXPERIENCE

Industry: Shipping-Travel-Retail

Company: COMARINE GROUP OF COMPANIES - **Country:** Cyprus

Period: 2022 – (today)

Job Title: General Manager

Job Responsibilities: Overseeing daily business activities, improving overall business functions, training heads of departments, managing budgets, developing strategic plans, creating policies, and communicating business goals

Industry: Fruit & Vegetables (Exports-Imports-Local Market)

Company: SEDIGEP AGRI-PRODUCTS CO-OP MARKETING UNION LTD - **Country:** Cyprus

Period: 2020 – (today)

Job Title: General Manager

Job Responsibilities: Overseeing daily business activities, improving overall business functions, training heads of departments, managing budgets, developing strategic plans, creating policies, and communicating business goals

Period: 2012 – 2019

Job Title: Sales & Marketing Manager

Job Responsibilities: Organizing production (based on customer's programs)/ Promotion of all products / Customer support based on customer's needs / Marketing Plan / Market analysis / Budgeting / Monthly Statistics / Pricing, costing and strategic methods for every product. / Reports // Advertising (including e-marketing) / Preparation of marketing materials (Brochures & flyers) / Product management / Organizing and participating on Exhibitions (Asia, Europe, Canada, UAE) / Organizing promotional events and presentations abroad (Asia, Europe, Canada, UAE) / Visiting customers abroad (New agreements & Sales calls)

Industry: Tourism

Period: 2008-2012

Company: LOUIS CRUISES - **Country:** Cyprus

Job Title: Product Development Manager (Marketing Department)

Job responsibilities: Developing new markets and new products (new itineraries / new onboard products) / Promotion of cruises (local and abroad) / Consultancy and customer support / Marketing Plans / Marketing analysis / Media planning (local & aboard) / Statistics Plan / Budgeting / Costing / Reports / Market Research / Advertising / Presentations / Traveling involved local & abroad / Preparation of promotion (Brochures, flyers, media spot and advertisements) / Product management / Visiting local market and abroad for sales and agreements / Pricing, Costing and strategic methods for products, E-Marketing

Industry: Concerts and Theaters Productions

Period: 2007-2011

Company: IXOTHEAMA PRODUCTIONS - **Country:** Cyprus

Job Title: Marketing and PR Manager (Part time job)

Job responsibilities: Duties of Marketing Manager. Ixotheama Productions is involved in the production of concerts and theaters. Duties involved contacting and closing deals with sponsors, preparation of the marketing plan and promotion

planning and material.

Industry: Fruit & Vegetables (Exports-Imports-Local Market)

Period: 2007/2008

Company: SEDIGEP AGRI-PRODUCTS CO-OP MARKETING UNION LTD - **Country:** Cyprus

Job Title: Assistant Sales & Marketing Manager

Job Responsibilities: Customer support / Marketing Plan / Marketing analysis / Statistics / Costing / Reports / Research / Advertising / Preparation of promotion (Brochures, flyers and advertisements) / Product management / Visiting customers.

Industry: Travel & Tourism

Period: 2001/2007

Company: Louis Tourist Agency (Louis Organization) – Head Office - **Country:** Cyprus

Job Title: Ground Handling Operator / Sales and Product Executive / Sales and Marketing Executive / Brand Manager

Job Responsibilities: Promotion of all tourism products / Marketing activities / Market analysis / Surveys / Media planning / Statistics Plan / Costing / Reports / Research / Advertising / Presentation / Developing new products / Preparation of promotion (Brochures, flyers, media spot and advertisements) / Visiting local market for sales and agreements / Pricing, Ground handling at airport (check in, aircraft handling, customer support)

Industry: Travel & Tourism

Period: 1999/2000 part time during my study period

Company: G.V.C Travel services - **Country:** Greece

Job Title: Travel Consultant

Job responsibilities: Ticketing, Sales, Land arrangement, Timesharing

EDUCATIONAL BACKGROUND

Degree Type: Bachelor Degree (BSc)

Period: 2020 – On going

Degree Description: Business Administration (BSc)

School Name: Open University of Cyprus

Degree Type: Master (MBA)

Period: 2006 -2008

Degree Description: Master in Business Administration (M.B.A)

School Name: Kingston University UK

Degree Type: Higher Certificate

Period: 2003 – 2005

Degree Description: Higher Certificate in Travel and Tourism Operations

School Name: Wigan & Leigh College UK

Degree Type: Higher Diploma

Period: 2002 – 2004

Degree Description: Higher Diploma in Business Administration

School Name: NCFE (National Awarding Body) UK

Degree Type: Professional Diploma

Period: 2002 - 2004

Degree Description:

2002 – 2003 DIPLOMA MARKETING & MANAGEMENT

2003 – 2004 ADVANCE DIPLOMA IN BUSINESS ADMINISTRATION

Country: Cyprus

Degree Type: IATA Diplomas - IATA/UFTAA Transport and Tourism Studies

Period: 1998 – 2001

Degree Description:

1998 – 1999 Standard Course - IATA/UFTAA Transport and Tourism Studies

1999 – 2001 Advanced Course (International Travel Consultant) - IATA/UFTAA Industrial Procedures and Regulations Consultancy.

School Name: IATA Learning Center – (International Air Transport Association - Universal Federation of Travel Agents' Associations) – A.S.T (Greece)

Country: Greece

ADDITIONAL QUALIFICATIONS

Electronic knowledge

MS Office / MS Outlook / ERP Software / Internet / Social Media / E-marketing (SEO)

Others:

1994-95: Book-Keeping and Accounts – First & Second Level

1995 Anglia Certificate of English Proficiency level

1996 Secondary School Certificate (Lyceum Lanitio A')

1999: Galileo Hellas & Sabre Basic Course (Computer Reservation System)

2001: Seminar: Special Interest Holidays (2 Days)

References: Provided upon request