

CURRICULUM VITAE

PERSONAL INFORMATION

Name: **Dimitrios Karnachoritis**
Date and Place of Birth: **Sept 08, 1983 – Attica Peristeri, Greece**
Address: **28 Pefkon Street, Attica Peristeri, Zip 121 37, Greece**
Tel: : **Mobile: 0030-6948240489, Telephone: 0030-2130080986**
e-mail: **dkarnachoritis@uniwa.gr**
Marital Status: **Married – 1 Child**

EDUCATION

2019: **Doctoral Candidate : Business Administration Dpt,**
School of Administrative Economic and Social Sciences, University of West Attica
2019: **MSc in International Business Administration – International Marketing (Excellent : 9,07),**
School of Administrative Economic and Social Sciences, University of West Attica
2007: **BA in Business Administration – School of Business and Economics, Technological Institute**
of Mesolongi

ADDITIONAL KNOWLEDGE - CERTIFICATES

2017: **Certification of Trainer of Adults (Code: EB29455) - EOPPEP**
2015: **Certification of Technician of Safety Grade C' – Hellenic Ministry of Labor and Social Affairs**
2013: **Certificate Grade D' (Life Insurance Investment Products) – Bank of Greece**
2013: **Certification of Private Security Personnel – EOPPEP, KEMEA**
2012: **Certification of Trainer of LAEK (Code: 42909) – OAED (Manpower Employment Organisation)**
2011: **Certification of Insurance Intermediary – Hellenic Ministry of Development**
2007: **Certificate of English Language IBT TOEFL (SCORE 94 Excellent - C2)**
2006: **Certificate of Computer Skills**

PUBLICATIONS

2020: **Book- “Sales Management: Strategic Approach”, Samanta Irene, Karnachoritis Dimitrios ,**
Benou Publications ISBN:978-960-359-164-1, Eudoxuss CodeNo: 94702446
2020: **Karnachoritis Dimitrios, Samanta Irene, (2020) “Building Consumers Insurance Needs**
Satisfaction through a structured Needs Hierarchy Model”, International Journal of Economics,
Business and Management Research. (Accepted 20/10/2020)

WORKING EXPERIENCE

IIEK COORDINATORS PRIVATE VOCATIONAL TRAINING INSTITUTE (61560/K1/20-04-2015)

07/2015 - Present : **CEO and Director of Studies IIEK**

10/2015 - 02/2018: **Trainer IIEK (Field of Business and Economics)**

COORDINATORS S.A. CONSULTING, MARKETING, COORDINATING COMPANY

07/2013 - Present: **Board of Directors Member – Strategic Marketing Planning**

04/2006 - 07/2013: **CFO**

04/2001 - 04/2006: **Senior Manager Financial Department**

SCIENTIFIC ASSOCIATION EEMC//MQI EUROPEAN ECONOMIC SPACE (NON PROFIT)

01/2011 - Present: **Board of Directors (Cashier - Member)**

COORDINATORS A.E.E.K. LLC 1-FREE STUDIES WORKSHOP(R.N. 6413)

08/2009 - Present: **Trainer (Business & Economics, Marketing, Accounting & Finance)**

08/2009 - 06/2015: **Director of Studies**

COORDINATORS AEED INVESTMENT INTERMEDIARY COMPANY

07/2006 - 07/2009: **Internal Auditor – Responsible for Anti-Money Laundering**

COORDINATORS AELDESTOCK MARKET BROKERS COMPANY

04/2002 - 07/2006: **Internal Auditor**

04/2001 - 04/2002: **Back Office – Stock Exchange Completion - Communications**

OPERATIONAL PROGRAMS

- 2017: **Human Resources Development, Education and Long Life Learning**
Institute of Technology of Computers and Publications ITYE «DIOFANTOS»
Action : «Training of Teachers for the Utilization and Application of Digital Technologies in Teaching Practice (Training B' Level T.I.E.)»
Program Coordinator– Project Implementation Manager KSE
«IEK COORDINATORS»
- 2015: **Human Resources Development**
Greek Ministry of Labor, Social Insurance and Social Solidarity
Action : «Voucher for entrance in the working market for unemployed young people aged 25 to 29 years»
Scientific Director
«COORDINATORS A.E.E.K. LLC 1-FREE STUDIES WORKSHOP »
- 2014: **Human Resources Development**
Greek Tourism Confederation (SETE)
Action : «Voucher for entrance in the working market for unemployed young people aged 25 to 29 years in the tourism market»
Scientific Director
«COORDINATORS A.E.E.K. LLC 1-FREE STUDIES WORKSHOP »
- 2014: **Human Resources Development**
Greek Ministry of Labor, Social Insurance and Social Solidarity
Action : «Voucher for entrance in the working market for unemployed young people aged 18 to 24 years»
Scientific Director
«COORDINATORS A.E.E.K. LLC 1-FREE STUDIES WORKSHOP »
- 2013: **Human Resources Development**
Greek Ministry of Labor, Social Insurance and Social Solidarity
Action : «Voucher for entrance in the working market for unemployed young people aged 25 to 29 years»
Scientific Director
«COORDINATORS A.E.E.K. LLC 1-FREE STUDIES WORKSHOP »

TEACHING EXPERIENCE

HIGHER EDUCATION

University of West Attica

Master in Business Administration (MBA)

From/Since	Course	Hours	Semester
2020-2020	Marketing Management	12 hours	1

VOCATIONAL TRAINING

IEK COORDINATORS PRIVATE VOCATIONAL TRAINING INSTITUTE (61560/K1/20-04-2015)

From/Since	Course	Hours	Semester
2015-2018	Marketing	130 hours	3
2017-2018	Stock Market Operation	45 hours	1
2017-2018	Text Editing	30 hours	1
2015-2017	Business Economics	60 hours	2
2016-2017	Cost Accounting	60 hours	2
2016-2017	Tax Accounting and Applications	60 hours	2
2016-2017	Financial Management	30 hours	1
2016-2017	Banking Practice	30 hours	1
2015-2016	Computerized Accounting	60 hours	2
2015-2016	Economic Maths	50 hours	1
2015-2016	Statistics	50 hours	1

LIFE LONG LEARNING

COORDINATORS A.E.E.K. LLC 1-FREE STUDIES WORKSHOP (R.N. 6413)

From/Since	Course	Time Experience
2009-2019	Business & Economics	120 Months
	Marketing / Sales	
	Accounting	