



**Strategic Consultor/Key Account Manager:** I am a passionate, accomplished, Master's level graduate, looking to work in a business/management role.

My extensive global experience and knowledge would be a valuable asset and has assisted me in developing excellent attention to detail, holistic approach and delivery focus.

# ARTEMIS GIOURGALI

## Phone Number:

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[LinkedIn](#)

## Languages

Greek – Native

English – C2 Cambridge

Spanish (Castellano) – C2

French – A2 Delf

Portuguese – A1

## Skill Highlights

- Project Management
- Adaptability
- Positive & Collaborative
- Strong Decision Maker
- Complex Problem Solver
- Result-focused

## Scientific Interests

- Consulting
- Business Strategies
- Leadership, Motivation & Job Satisfaction
- Branding & Marketing
- Product Development
- Human Resources Management
- Internationalization

## Working Experience

*November 2019 – Present (1yr 5mos)*

### Partner Success Manager – JeffApp

- **Multi-Vertical Partner Success Manager for Greece, South Africa & Kenya**  
*March 2021 - Present (1 month)*
  - Nurturing key partners relationships, leading to greater satisfaction
  - Delivering significant value through strategies consulting
  - Tracking key account metrics
- **Partner Success Manager for Greece, South Africa & Kenya**  
*April 2020 – March 2021 (11 months)*
  - Maintaining and expanding established partnerships
  - Strategic Consulting for franchisees
  - Forecast and track key account metrics
- **Partner Success Manager for Greece**  
*November 2019 – April 2020 (6 months)*
  - Business Consulting for franchisees
  - Route intelligence
  - Forecast and track key account metrics

*March 2014 – Present (6yrs 10mos)*

### Member of the Organizing Committee – IACuDiT

- **Organizer of the Virtual Presentation Support Team**  
*August 2020 – November 2020 (4 mos)*  
7<sup>th</sup> international conference for the publishing of “Culture and Tourism in a Smart, Globalized and Sustainable World” (Springer Proceedings in Business and Economics)
- **Market Research, Content Creation & Research**  
*November 2019 – April 2022 (2yrs 5mos)*  
Erasmus+ program KA204-ADB2C3D1. Project “DigiTour” n° – 2018-1-IT02-KA203-048291
- **Project Management & Content Analysis**  
*November 2018 – Present (2yrs)*  
Erasmus+ KA2 STRATEGIC PARTNERSHIPS FOR HIGHER EDUCATION AGREEMENT. Project “Digital Humanist” n° – 2018-1-IT02-KA203-048291
- **Personal assistant of the President of the Association**  
*April 2018 – October 2018 (7 mos)*  
Publishing of “Exploring Smart Tourism: The Cultural and Sustainability Synergies” Springer Editions (Springer Proceedings in Business and Economics)
- **Member of the Organizational Committee**  
*March 2014 – October 2018 (4yrs 7mos)*  
From the 1<sup>st</sup> till the 5<sup>th</sup> International Conferences of the International Association of Cultural and Digital Tourism

## General Interests

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- Dancing
- Travelling
- Music
- Tennis & Sports
- Photography
- Languages
- Art
- Camping
- Volunteering
- History

## Digital Skills

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- Microsoft Office
- Google Drive, Cloud, Zoho, Box
- Metabase, Kibana, SPSS
- Salesforce
- Hubspot
- Gainsight
- Wordpress
- Atlassian (Confluence, Jira Help Desk)
- Woodpecker
- Factorial, BambooHR
- Workplace, Slack, Skype, Zoom, Hangouts, Google Meets, etc.
- Lucidchart
- Trello
- Lokalise
- Carto
- Back Office
- Netelip, Jitsi, Aircall
- Email Meter
- Typeform, Socrative
- Photoshop
- Social Media management
- Excellent command of Scopus and Google Scholar

*November 2018 – November 2019 (1yr)*

### Account Executive - Homyspace

- **Account Executive**  
*March 2019 – November 2019 (8 mos)*
  - Providers Attendance & Meetings
  - Client Acquisition
  - Managing day to day affairs
- **Sales Development Representative**  
*November 2018 – March 2019 (4 mos)*
  - Outbound Prospecting
  - Lead Generation
  - Lead Qualification

*March 2017 – August 2017 (6mos)*

### Human Resources Recruitment – Spain Internship

Human Resources Management & Social Media Marketing, Erasmus+ placement internship at the central office of the “Spain internship” company in Seville, Spain.

*June 2015 – August 2015 (3mos)*

### Event Management – International Olympic Academy

Event Management Internship at the International Olympic Academy in Ancient Olympia, Greece.

*June 2014 – August 2014 (3mos)*

### Managerial and Secretarial Assistance – Dais Athletic Center

Managerial and Secretarial Internship at Dais Athletic Center, Athens Greece.

## Education

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*September 2017 – May 2019*

### Master's Degree in Business, Product and Service Management

Universitat Politècnica de València

*September 2015 – February 2016*

### Erasmus studies in Prague, Czech Republic

Charles University - Physical Education and Sports.

*September 2012 – January 2017*

### Bachelor Degree at Organization and Sport Management

University of Peloponnese - Faculty of Human Movement and Quality of Life

## Publications

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**Almeria, April 2019.** VIII International Congress of Tourism, Economy and Environment. University of Almería. *“Factors that influence the success of companies in the sharing economy sector, when expanding their market:: A case study of Homyspace’s expand”*

**Athens, June 2019.** *The sharing economy phenomenon. Challenges and Legislation, (2019).* Cultural and Tourism Innovation in the Digital Era - Sixth International IACuDiT Conference. Springer 978-3-030-36341-3, 479646\_1\_En, (22).

## Volunteering

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- *Costa Navarino Challenge* (Kalamata, 09/2014)
- *3on3 Event* (Sparta, 03/2014)
- *Champions Night 9* (Sparta, 01/2014)
- *Goal Sparti* (Sparta, 05/2013)
- *Molon Labe* (Sparta, 11/2013)
- *Costa Navarino Bike Festival* (Navarino, 10/2013)
- *Spartathlon* (Sparta, 09/2013)
- *7th Palaiologios Road* (Sparta, 2013)

## Driving Licence

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## References

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References available on request

## Seminars

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- *January 14 – 28, 2021: **Real Skills for Scientists***. National Documentation Centre. Athens, Greece
- *December 2, 2020 – May 2021: **Womentors***. Promoting and safeguarding democratic procedures, active citizenship and human rights. Lambrakis Foundation, Athens, Greece.
- *November 9, 2017. **Service Management*** Seminar, UPV, Valencia, Spain.
- *December 11, 2014. **The Olympic Games of Athens 2004 and their heritage***. Sparta, Greece.
- *December 10, 2014. **Leadership and Sport***, UoP. Sparta, Greece.
- *7-9 December 2012. **Innovation and Entrepreneurship in Sports***, UoP. Sparta, Greece.
- *May 22, 2012. **Innovative Technologies in Tourism***. Sparta, Greece.

## Courses

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- *January 2021. Coursera. “**Introduction to HTML5**”*
- *November 2020. Google Digital Garage. “**The fundamentals of Digital Marketing**”.*

## Conferences

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- *September 2 – 4, 2020. 7th International Conference of IACuDiT. “**Culture and Tourism in a Smart, Globalized and Sustainable World**”*. Hydra, Greece.
- *June 12 – 15, 2019. 6th International Conference of IaCuDiT. “**Innovation: Integration and Digital Transition**”*. Athens, Greece.
- *June 28 – 30, 2018. 5th International Conference of IaCuDiT. “**Exploring Smart Tourism: The Cultural and Sustainability Synergies**”*. Athens, Greece.
- *May 25 – 27, 2017. 4th International Conference of IaCuDiT. “**Innovative Approaches to Tourism and Leisure: Culture, Places and Narratives in a Sustainability Context**”* Athens, Greece.
- *May 19 – 21, 2016. 3rd International Conference of IaCuDiT. “**Tourism, Culture and Heritage in a Smart Economy**”*. Athens, Greece.
- *November 19, 2015. **Mosty 2015***. Business Conference in Prague, Czech Republic