

GEORGE A. KIOURKTSOGLOU

PERSONAL INFORMATION

PERMANENT ADDRESS

London
United Kingdom
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PROFESSIONAL PROFILE

A part-time Lecturer (field of Strategy & Management) and a full-time PhD Candidate (field of Maritime Security) at the University of Greenwich. Additionally, an operative with substantial, hands-on experience (13 years) in Down-Stream Oil (H.S.S.E., Negotiations, Corporate Strategy & Retail Sales).

WORK EXPERIENCE

- 01/2010 – Present **University of Greenwich, School of Engineering, London, U.K.**
Part Time Lecturer on Strategy, Management and Maritime Security
- Lecturing Royal Engineers and post graduate, M.Sc. Engineers on Strategy & Management
 - Lecturing Naval Officers (on active duty and retired) on Maritime Security
- 12/2005 – 5/2009 **Shell Hellas A.E. (Supply, Manufacturing & Distribution), Athens, Greece**
H.S.S.E. Transport Advisor & Business Development. Report to Transport Manager & C.E.O.
- Responsible for the continuous training of 350 technical operatives on the constant implementation of corporate H.S.S.E. principles
 - Co - Conducting numerous H.S.S.E. audits in oil installations / depots on both national and international levels
 - Reengineering and bringing up to date a corporate H.S.S.E. management system
 - H.S.S.E. evaluation of new business projects
- Results:** An impeccable H.S.S.E. record as far as human injuries are concerned. An 8% improvement of the corporate H.S.S.E. K.P.Is. (L.T.Is., L.T.I.F., T.R.Cs. e.t.c.) according to targets
- 11/2004 – 11/2005 **Shell Hellas A.E. (Retail Department), Athens, Greece**
Retail Contracts Negotiator / Team Leader. Report to Sales Manager
- Negotiating & subsequently renewing, expiring commercial (oil) contracts
 - Leading & motivating a Negotiations Team
 - Developing multi-form mandates, indispensable for the corresponding negotiating processes
- Results:** Flawless delivery of a 65 deal negotiating portfolio.
- 8/2003 – 10/2004 **Showa Sekiyu Shell (Corporate Strategy Department), Tokyo, Japan**
Corporate Strategist. Report to Strategy Manager
- Working as a team member to develop a new corporate commercial strategy
 - Advising Sales Executive Officers, as a member of an international team, through a process of Sales Network Rationalization
 - Transforming, as a member of an international team, the Pricing Policy of a major oil firm
- Results:** Delivery of a detailed strategic plan to increase company's Net Income by 30%.

5/1996 – 7/2003

Shell Hellas A.E. (Retail Department), Athens, Greece
Senior Account Manager. Report to Operations Manager

- Managing an investment portfolio of \$2 million
- Demonstrating prowess and impeccable ethos in the implementation of various sales policies
- Introducing and establishing the corporate presence in new retail oil markets

Results: For 3 consecutive years, increasing portfolio sales by more than 10% (top performer) while at the same time curtailing overdues and late payments to less than 3% of the annual turnover.

EDUCATION

- 5/2009 – Present **Greenwich University, London, United Kingdom**
Ph.D. Candidate, Maritime Security
- 9/2006 – 9/2008 **Alba Graduate Business School, Athens, Greece**
M.B.A. in Shipping
- 9/2005 – 6/2006 **Alba Graduate Business School, Athens, Greece**
Diploma (mini M.B.A.) in Management Studies
- 8/1994 – 1/1996 **Cornell University, Ithaca, New York, U.S.A.**
M.Sc. in Nuclear Engineering and Applied Physics
- 9/1987 – 12/1992 **Aristotelian University, Thessaloniki, Greece**
B.Sc. in Mechanical Engineering

LANGUAGES

English: Fluent; **Japanese:** Fluent; **German:** Fluent; **Greek:** Fluent, **French:** Adequate

COMPUTER SKILLS

Microsoft Office, SAP Accounting Package, Computer Aided Designing (C.A.D.) Package

MEMBERSHIPS

Institute of Marine Engineering, Science & Technology (Imarest), (U.K.), Chartered Management Institute (CMI), (U.K.), Technical Chamber of Greece (T.E.E.), American Nuclear Society (U.S.A.)

ACTIVITIES / INTERESTS

Body building, Boxing