

## Spyridon Kolokotronis - MD Intros.gr B.Eng.

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Founder and Managing Director of a successful Internet Service company, with a wide client portfolio, strong partnerships and financial results.

Highly experienced manager specialized in **Internet Marketing** and **Digital Project Management**, managing multiple projects within various teams and international offices.

Able to transform vision to reality.

### Overall Aims:

To be the key strategic manager, with diverse responsibilities for creative leadership in a strong team of creatives, developers and producers.

Possessing a healthy balance of creative direction, idea generation, precise execution and simple solutions. A successful and competent all-rounder with short availability.

### Particular Experience and Qualifications:

- More than ten years of experience in project management, strategic marketing - management, working alone or leading a small team. Focusing on clients' digital marketing strategy in all possible ways such as online advertisement of products, services, public relations, market research, e-mail direct marketing and sales.
- Extensive experience in coordinating web development, social media, SEM, SEO, e-mail marketing and overall internet strategy formulation in all possible ways
- Involved in the design and development of big promotional campaigns for multinational clients with focus on performance with hands on coding/HTML
- Proven knowledge in Linux/ssh, WHM/cPanel, Joomla CMS, JavaScript, HTML, CSS, currently working – supporting more than 100 active projects
- Ability to accomplish goals by managing and influencing individuals across multiple organizations to meet deadlines on time and on budget
- Project financial management with a strong focus on estimation, budgeting and reporting
- Effective social skills, loyalty, persistence, credible and responsible
- Proven organisational and analytical skills
- Strong negotiation skills, contract management, risk management
- Systems Engineer with previous knowledge of IT management, infrastructure and maintenance within a hospital environment
- Knowledge of Greek as mother tongue, English (fluency in oral & written)

### Employment History:

since 12.2006

**Founder / Managing Director - (intros.gr)**

More than 10 years of business experience in product management and advertising. Proven a successful entrepreneur by establishing the firm as a digital marketing agency, serving a wide array of blue-

chip advertising companies such as McCann Worldgroup, MRM Athens, Wunderman, Avenue C&W, DPG Media Group and busybuilding™. During that time the company grew from 2 to 10 employees despite the severe economic environment of Greece.

A mixture of leadership and problem solving skills, coupled with excellent knowledge of the market dynamics for products and services, have been key to growing the agency in Greece.

As MD my main duties are to collaborate with the creative and production teams to ensure successful implementation of interactive projects including digital and social promotional campaigns. Collaboration with internal and external partners to identify and solve creative /technical /advertiser /target audience problems and to clarify objectives.

Another part of the duties is the financial aspect of intros.gr such as logistics control, payments and overall financial control.

Last but not least is the sales and promotion segment of intros.gr acting not just as salesperson but also as account manager for key clients.

12.2002 – 11.2006 **Computer System Engineer (M.I.S.)** – (T.Y.P.E.T. Mutual Health FUND of National Bank of Greece Personnel)

Management and Maintenance of a LAN Network distributed over three different buildings (Optical Fiber, 2MBps Leased Line, and RF). This is a sub domain of the National Bank of Greece WAN, based on an IBM Application Server (NT4.0). Administration of Clustered RISC 6000 IBM mainframe (AIX), using RDBMS ORACLE8i for Medico//s, Sun Microsystems Enterprise 220R (SOLARIS 5.8) serving L.I.S., SQL Server 7/2000 for Billing Application (Delphi) as well as for export statistical indices (M.I.S. application).

02.2002 – 12.2002 **Computer System Engineer (M.I.S.)** – (City Servers S.A.)

Management and Maintenance of a LAN Network based on a Windows NT4.0 Server and users using Win2000, Me, 98, XP O.S, plus a UNIX server for administration of the printing machines. Programming using Qbasic and Vbasic interactive with Access Database for specific printing operations (Bulk Mail Printing).

#### **Education:**

1988 – 1994 Secondary school in Kipseli, Athens, Greece

1995 – 1997 Vocational education (Computer Systems Technician), Athens, Greece

1997 – 1999 B.Eng.(Hons.) Computer Systems Engineering, University of Sunderland, UK

2000 – 2001 National service, Greek Forces (Communications Field)

#### **Technical Courses - Seminars:**

12.2004 MD5 S.A. Dr Tournis Stamatis (16 Hours)  
Business Continuity Management

- 11.2004 Within the scope of our Health Standards Project, I followed a seminar on HealthCare Systems Standards by the Center for Medical Informatics and Health Telematics Applications ([CMI-HTA](#)) (35 Hours)  
HealthCare System Standards, HL7 protocol
- 12.2003 MD5 S.A. Dr Lecatis George (16 Hours)  
Personal Information Protection and Handling
- 11.2003 Datamed S.A. (8 Hours)  
Configuration of Medico//s (Siemens)
- 11.2002 Compact S.A. (40 Hours)  
Implementing Microsoft Windows 2000 Professional and Server (Microsoft Certified)

**Languages:**

- English (fluency in oral & written)
- Greek Mother tongue
- Spanish (Basic)

**Other:**

- Member at IET Membership Number: 86865828
- Driving License for car and motorbike

**Contact Details:**

Spetson 146, Athens, Greece



+30 6948 179821



Spyros@intros.gr - Spyros.kolokotronis@gmail.com