

ATHANASIOS PROISKOS

Diligent and forward-thinking professional with organized and competitive nature focused on always growing customer base and increasing revenue numbers. Persuasive communication style, strategic planning and top conflict resolution strengths.

thanos.proiskos@gmail.com

+306947132446

likovrisi, Athens, Greece

09 September, 1992

linkedin.com/in/athanasios-proiskos

SKILLS

CRM

Ms Windows

Ms Office

ERP

WORK EXPERIENCE

Business Sales Consultant

Vodafone Greece

05/2020 - Present

Main responsibilities:

- Planning and organizing sales of telecommunication.
- Finding and developing clientele.
- Rendering after Sales Services.
- Identifying sales opportunities by assessing environment and devising and implementing winning strategy.
- Training newcomers.

Account Manager

Wind Telecommunications

05/2019 - 05/2020

Main responsibilities:

- Planned and organized sales of telecommunication services.
- Found and developed clientele.
- Boosted sales numbers with proactive account servicing and diligent relationship-building.
- Developed highly profitable pipeline based on multiple sales penetration techniques.

Sales Consultant

Philip Morris International

04/2018 - 04/2019

Main responsibilities:

- Created detailed sales presentations to communicate product features and market data.
- Increased profitability and pipeline development by leveraging multiple sales strategies and distribution channels.
- Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.

Tire Sales Department Manager

RODA S.A

09/2010 - 09/2013

Main responsibilities:

- Planned and coordinated staff actions and monitored the financial situation of the company.
- Drove operational improvements which resulted in savings and improved profit margins.
- Delivered exceptional level of service to each customer by listening to concerns and answering questions.
- Developed and maintained courteous and effective working relationships.

EDUCATION

BA in Marketing

University Of Derby

10/2019 - 05/2022

Business Administration

I.E.K PRAXIS Junior College

10/2017 - 05/2019

SEMINARS

Market Masters (07/2019 - 07/2019)

The Modern Sales Process

I.E.K PRAXIS Junior College (11/2018 - 11/2018)

Introduction to Social Media Marketing

LANGUAGES

English:

Professional Working Proficiency

Greek

Native or Bilingual Proficiency

INTERESTS

Travelling

Theatre

Reading

Running