

Thanos Alafogiannis

Brief Curriculum Vitae

Thanos Alafogiannis is one of the founders of PROSVASIS group of companies. He is a seasoned senior business manager, with field experience in organizing and successfully implementing business growth plans, with a proven track record for a number of consecutive years in a variety of very competitive markets. He is also fond of start – up companies

He is results driven, with strong motivational and coaching skills.

Now serves as President **of the Board and Managing Director at PROSVASIS A.E.B.E.** , a software development and publication company geared to the Greek accountants and CPA's, as **Principal of the ACTECH L.L.C.**, a technology vendor company located in Akron Ohio, USA, being one of it's two major shareholders, as well as **growth advisor to Virtual Trip group**, a high - tech group of companies.

His past experience includes being, General Manager at AKTO College of Art and Design, (a Middlesex University of London validated college), Business Manager at Ipirotiki S.A.(A.S.E. listed corp.), Sales Manager, Business Group Graphic Systems. at AGFA - GEVAERT A.E.B.E.(multinational corp.), and Sales Manager, Controller. at NES AUTO INC., (US corp.)

He has been **key - note speaker in seminars** about Adult Education, Business Funding Sources, Sales Techniques, Graphic Arts Innovations as well as Uses of new Chemical Polymers, which took place in Athens, Belgium and Germany.

He has **published a book about Sales Practices**, called “Selling come easy”, in 2005. By the end of 2010 a second edition of this book will come to the market.

He had **a weekly business column** in one of the leading financial newspapers in Athens, Greece, from 2003 until 2005.

His **articles** have been published in two more financial newspapers in Greece.

Charity:

Organised donation in elementary schools in Dambulla region of Sri – Lanka, where he distributed in pupils himself in 2008.

Serves as a **honorary executive ambassador for EAWC** in Europe!

Education:

He received his B.A. from T. E. I., Athens in Graphic Arts engineering, his B.A. in Chemistry from Kapodistrian University of Athens and his MBA from the Athens University of Economics and Business, Department of Management Science and Technology (magna cum laude).

He has participated in numerous amounts of business, sales and marketing seminars.

He is fluent in English, Greek, Italian and German languages, speaks also French and Spanish and he is in the process of learning Arabic.

He is interested in:

Advising start-ups, Brainstorming, Finding business partners, Finding experts, Finding team mates, Giving back, Helping friends, Meeting new people, Mentoring, Partnering with other groups, Professional opportunities.

Personal Mission:

My main goal is to successfully deploy a growth-model of an established business, combined with an expanding network of collaborations, based on the strong entrepreneurial drive of the individuals who contributes the fundamental technology and business acumen for the company.

It is really challenging for me prove that this can be boosted to a sustainable business network around the globe, growing revenue and profits for its shareholders and remaining useful for its Customers and their socioeconomic environment, always in accordance with our key-values: entrepreneurship, quality, innovation, commitment and usefulness.