SALES & BUSINESS DEVELOPMENT PROFESSIONAL

PANAGIOTIS GERASIMOS PARASKEVOPOULOS

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PROFILE

Sales professional with experience across B2B HORECA sales, financial services, and business operations. Focused on long-term client relationships, identifying commercial opportunities, and a client-first approach.

CORE SKILLS

- B2B & field sales
- Business development
- Negotiation
- Banking & insurance products
- Client relations
- Business operations
- Team coordination
- Microsoft Office

EDUCATION & CERTIFICATIONS

UNIVERSITY STUDIES · SEP 2018 TO JAN 2022

Accounting, Finance & Business Administration
University of Ioannina, Ioannina, Greece

LANGUAGE CERTIFICATION

C2 Proficiency in English
PALSO

COMPUTER SKILLS CERTIFICATION · 2025

ECDL Computer Skills Certification
GlobalCert
Microsoft Excel · Microsoft Word · Microsoft Outlook · Microsoft Office productivity tools

LANGUAGES

Greek, English (C2 Proficiency)

PROFESSIONAL EXPERIENCE

OCT 2025 – OCT 2026

Field Sales Professional
FnB HORECA · Sparta, Laconia, Greece

- Wholesale sales and commercial distribution of supplies and consumables.
- Products represented through commercial partnerships with KAWACOM.
- Expansion and development of the customer portfolio.
- Working toward established sales objectives.
- Identifying customer needs and offering practical product recommendations.
- Helping business customers find suitable new or existing products.
- Drawing on experience in both financial services and hospitality to understand customer operations.

OCT 2024 – MAY 2025

Banking Services & Customer Support Professional
DEMO ELEC, at a National Bank of Greece service point · Monemvasia, Laconia, Greece

- Customer assistance at a banking service point.
- Presentation and sales of banking products.
- Presentation and sales of insurance products.
- Helping customers understand internet banking.
- Guidance on the NBG mobile app.
- Supporting customer familiarity with digital financial platforms.

MAY 2021 – SEP 2023

Hospitality Operations Supervisor
ΤΡΑΙΦΟΡΟΥ ΕΕ · Elafonisos, Laconia, Greece

- Daily business operations.
- Staff coordination.
- Cash management.
- Service organization.
- Customer satisfaction.
- Maintaining operational standards during the busy summer season.

2023

Banking Intern
National Bank of Greece · Vlachioti, Laconia, Greece

- Customer support across banking service functions.
- Assistance with routine transactions.
- Information about banking products.
- Familiarity with banking self-service equipment.
- Support involving APS, PPU, and ATM systems.

LEADERSHIP & ACTIVITIES

Group leader in Erasmus+ programmes

02
ERASMUS+ PROGRAMMES

70+
PARTICIPANTS

Experience in coordinating international groups, supporting participant engagement, and working with individuals from diverse backgrounds.

SEP 2020 – JUL 2024

Events and concerts
Involvement in event and concert organization, combining planning, coordination, communication, and practical problem-solving.

References available on request.