

## PELAGIA KARPATHIOTAKI

Agias Foteinis 53 • 17121 Nea Smirni, Greece  
0030 6932645772 • [pkarpath@bestforyou.gr](mailto:pkarpath@bestforyou.gr)

### MANAGER / CONSULTANT

Internationally recognised expert on European Market certified by Ministry of Development in multiple areas with history supporting +1,500 SMEs in diverse ventures including obtaining EU funding.

- Transform concepts into workable realities, spearheading strategic analysis and planning.
- Elevate business to new heights of success, defining robust vision on national and/or global scale.
- Drive seamless rapid project turnarounds, expertly assembling and motivating matrix participants.
- Make critical decisions under intense pressure, continually maintaining focus on quality and results.
- Build, develop, and lead high-performance, uniting all parties on common mission and goals.

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Strategic Analysis & Planning • International Business Development • Multi-Project Management  
Investment Consulting & Auditing • EU Funding • Negotiations • Cost Reductions • Exporting  
Alliance Networking & Recruitment • Team Building & Motivating • Performance Evaluations

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### PROFESSIONAL EXPERIENCE

#### **BEST FOR YOU CONSULTANTS, Athens, Greece • 2005 – Present**

Rapidly growing consulting firm specialising in obtaining financial support of technological, investment, and research activities of enterprises.

#### **Co-Founder, Manager & Business / Investment Consultant**

Coordinate and lead key company departments including Department of Business Support Regarding Funding of Investment & Research Activities (Business Plan Preparation & Submission Services, Supervision & Management Services During Implementation of Funding Projects, and e-Consulting Services), and Department of Support to Grant Management Authorities (Evaluation Services on Funding Programmes Submitted in Framework of European & National Funding Programmes, and Audit Services for Investments Approved and Implemented in Framework of National and European Programmes). Assign, oversee, and participate in diverse projects involving business consulting, business evaluation, investment consulting, business development, and strategic business planning. Administered all company financial controls. Research new services, market expansion opportunities, and contacts for new customers and partners. Travel throughout Europe and Asia for information and training. Supervise 50 people including 5 employees, 19 external partners, and 28 “sellers.”

#### **Achievements:**

- Co-pioneered and grew highly successful rapid growth consultancy which has planned and fulfilled ~700 projects to date totalling €42M in value for diverse SMEs.
- Navigated global economic crisis successfully, submitting 515 investment proposals for SMEs in 3 months including training “sellers” on finding new customers (SMEs), and training partners; ranked as #3 in Greece based on number of submissions.
- Certified as expert by Ministry of Development (MOD) in multiple areas spanning across programme, business, financial, investment, cost reduction, and export management.
- Obtained certification by MOD as Evaluator and Auditor of investment projects.

#### **Key Project – BNP Paribas / International Life:**

- Advised international corporation on assessment, inspection, and certification of investment projects in frame of National Strategic Reference Framework (EU Funds).
- Prepared complex technical proposal to ensure balance of consortium; followed unusual limitations posed by call and peculiarities of 2 partners, bank and insurance company.
- Managed and completed all phases of project within limited timescale.
- Featured in financial newspapers as 1<sup>st</sup> time consortium participated in type of competition due to difficulties of call and conditions posed.

#### **Key Project – China International SME Fair – CISMEF – Guangzhou:**

- Handpicked by Greek MOD to organise and coordinate presentation of Greece in international exhibition in China, “Tourism – Olive Oil.”
- Identified and secured 15 Greek companies in olive oil and tourism industries in 20 days to participate in event while covering all costs themselves.
- Researched and secured optimal SMEs in 20 days to organise timely shipment of samples from Greece to China, create booths, and prepare presentation for exhibition.
- Provided outstanding results for Greek companies, spearheading highly successful country presentation; attended by Chinese officials and businessmen, and delegates from Greek MOD.

**BLACK SEA ECONOMIC COOPERATION BUSINESS COUNCIL (International Secretariat) 2010-present**

Business Council of 12 countries: (Albania, Armenia, Azerbaijan, Bulgaria, Georgia, Greece, Moldova, Romania, Russian Federation, Serbia, Turkey, Ukraine)

**External consultant/ Expert of the administration (Business strategy, policy advisor/project coordinator)**

In collaboration with the BSEC Business Council (International Secretariat) and national business organizations in the BSEC Member States develops and implements plans.

**Achievements:**

Developed and implemented with full success the following projects:

- "Identification of barriers to trade that SMEs in the BSEC Members States face in intra-BSEC trade and the recommendations for the elimination of these barriers".
- "Entrepreneurs and SMEs in the Regional Economies Sustainable Development in a Globalizing Economy".
- "Business networking for SMEs as a means to promote regional competitiveness".
- "E-Commerce, to help the Development of SMEs in international trade"
- "Women entrepreneurship in the Black Sea Region: an asset for economy and society".

**INSTITUTE OF ECONOMIC AND CULTURAL action GREECE-CHINA (IECGC) Athens- Beijing, 2010- present**

The Institute encourages, facilitates and develops mutual economic and trade relations between businesses in Greece and China, strengthening, at the same time, cultural cooperation among these countries.

**President**

Physical presence in China encourages, facilitates and develops mutual economic and trade relations between businesses in Greece and China.

**NATIONAL NETWORK OF RESEARCH & TECHNOLOGY, Athens, Greece • 2004 – 2007**

Organisation for development of innovative services for members of Greek research and education communities on both national and international level.

**Business Consultant / Expert**

Performed as a leading authority on European business for entities in Cyprus, Albania, Serbia, and Bulgaria, while providing hands-on training to business consultants.

**Achievements:**

- Awarded personally by Minister of Development as expert consultant and trainer to SMEs.
- Played active role in programme, "E-learning for Improving Access to Information Security for SMEs in the SEE Area – ELISA," for businesses in Serbia, Bulgaria, and Albania.
- Performed active role in programme, "Methodology for Integrating Action Learning in SME Framework (ACTION), Leonardo Da Vinci Community Vocational Training."
- Acted key part in programme, "Training Support to Cypriot SMEs to GO-ONLINE Now: How to Transfer from Greece to Cyprus."
- Instrumental in programme, "Evaluating the Impact of Training Support of GO-ONLINE to the Business Practices."

**UNIVERSITY OF PIRAEUS, Athens, Greece • 2002 – 2007**

1 of the leading academic institutions in Greece with 8 departments focused primarily on economics, business management, and information technology.

**Business Consultant / Expert**

Served as a scientific advisor, consultant, and trainer for European Union funded programme aimed at familiarising 25,000 SMEs with digital economy, "Go-ONLINE" programme. Led a 7-person team. Analysed, identified, and resolved problems with SMEs' business management. Designed and recommended solutions to improve functioning. Provided strategic tips on cost reduction.

**Achievements:**

- Provided ~1,100 SMEs with strategic and tactical aid with diagnosing and resolving unique business management problems, improving performance and cost-effectiveness, and entering the digital economy; recognised as the consultant with highest number of SMEs within a programme.
- Acted as consultant to 1 of the largest clubs in Greece.
- Awarded "Best Advisor" of GO-ONLINE programme by Minister of Development.

**ADDITIONAL PROFESSIONAL EXPERIENCE****PIRAEUS MUNICIPAL DEVELOPMENT AGENCY, Athens, Greece • 1996 – 2001****Assistant Project Manager**

- Planned, authored, and submitted strategic proposals focused on obtaining funding for development initiatives throughout European Union.
- Honoured with expanded role beyond initial 1 year recruitment due to outstanding performance.
- Recognised as the youngest consultant in the Municipal Development Agency.

**EDUCATION****Bachelor of Science in Economics • 2001**

University of Crete, Crete, Greece

**Master of Science in International Trade (in Chinese) • 2011**

University of International Business and Economics, Beijing, China (in progress)

**PROFESSIONAL DEVELOPMENT**

Certificate of Intensive Chinese Language Studies (levels B & C) – Beijing Language & Culture University

European Week of Regions & Cities – Brussels (attended 3 times including topics such as:

"Europe 2020: Competitiveness, Cooperation & Cohesion for All Regions," "Global Challenges, European Responses," and "Regions & Cities in a Challenging World")

Methodology, Skills & Competencies for e-Trainers: Theory & Practices the Net Trainers Project  
Export Sales

Applied Logistics in International Trade

Crisis & Development in the Economy

Preparing Executives: Evaluator Assessing the A Programme to Aid SMEs

Global Summit of Women (1040 women leaders from across world)

European Computer Driving Licence (ECDL) Certificate

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## **PROFESSIONAL MEMBERSHIPS**

Greek-Chinese Economic & Culture Institute (Chair)  
Economic Chamber of Commerce Greece  
Greek-Chinese Chamber  
Greek-Chinese Friendship Association

## **DISTINCTIONS**

Certified Expert by Ministry of Development in:

Programme Planning in Sales Consulting  
Products / Business Action Differential  
Business Planning  
Action Planning  
Management  
Business Evaluation  
Project Targets – Feasibility – Perspectives  
Investment Opportunity Projects  
Financial Projects (Funding Opportunities)  
Cost Reduction Projects  
Investment Consulting  
Export Management  
Investment Planning (Commerce, Services, Alteration, Tourism)  
Evaluation & Auditing of Investment Projects

## **LANGUAGE SKILLS**

Greek (mother tongue)  
Chinese (fluent)  
English (fluent)