

Panayiotis Jacovides

Current Position	
Main Activity – Business Consulting	
2011 – Present	<p>Founder and CEO of « The Expert’s Alliance – Jacovides & Associates Ltd. ».</p> <ul style="list-style-type: none"> ➤ General Restructuring, Management and Strategy Consulting for SMEs. ➤ Mergers & Acquisitions and Capital Raising (Partner of the ESCG Group - http://www.escg.eu in Cyprus and Greece). ➤ Consulting in Business Strategy, Internationalisation and Business Development. ➤ Business Plans and feasibility studies for SMEs and start-ups. ➤ Productivity and Competition studies assigned by the Human Resources Development Authority. ➤ Designing and delivering customized corporate seminars
Secondary Activity Teaching	
April 2013 – Present	<p>Visiting Professor at Cyprus International Institute of Management (CIIM) for the “Starting a new business” module in the MBA programme. (Programme content designed by Panayiotis Jacovides)</p> <p>Academic Tutor for students of CIIM for their Final Thesis for MSc. and MBA programmes.</p>
January 2017 – Present	<p>Part-time Lecturer for the P1 paper of ACCA ‘Governance, Risk and Ethics’ at SPS – Cyprus College in Nicosia and Limassol.</p>
July 2017- Present	<p>General Director and chief trainer for The Experts Alliance – Training Centre (HRDA approved) since July 2017.</p>
Previous Business Involvement	
2012 – 2014	<p>CEO / Co-Founder / Business Development Manager of « Feu Vert Sustainable Energy Solutions Ltd. ». Consulting for the feasibility, development and operations of solar thermal parks.</p>
2011 – 2013	<p>➤ Co-Founder (50%) and Business Development Manager of « Apollon & Toci SA » in Mexico City, Mexico. → Import and distribution of medical equipment for Veterinarians</p>
2012 – 2013	<p>➤ Exclusive distributor of «West Medica – Vision Microscopy» in France.</p> <p>➤ Co-founder and member of BoD for www.funky-town.fr – Online Gadgets Retail Shop</p> <p>➤ Co-founder and member of BoD for www.whatthefrench.com – Online Fashion Brand</p>

Non for Profit Activities	
05/2014- Present	Elected President (unanimously) of the French – Cypriot Chamber of Commerce in Marseille, France
09/14-05/15	Head Judge and Mentor for the CIIM Entrepreneurship and Innovation Centre Business Plan Competition
07/2015 - Present	Judge, Mentor and Trainer for the CIIM - IDEA programme (Start-up Incubator).
2012 - 2014	Board member and co-founder of the ‘Association for the Development of Youth Entrepreneurship’ in Cyprus.

Teaching / Lecturing activities				
Employing Institution	Experience	Subject	Description	Audience
SPS- Cyprus College	70 hours From 18/01/2017	‘Governance, Risk & Ethics’	ACCA - Paper P1	ACCA students
CIIM - Cyprus	280 hours 04/13- present	“Starting a new business”	Elective Module in the CIIM, MBA programme.	MBA Students
CCCI	10 hours Day Seminars	‘Business Plan & Feasibility studies Methodology’	<ul style="list-style-type: none"> ➤ Business Planning Methodology, tools and Analysis ➤ Feasibility Analysis for start-up and established ventures 	EU funding Applicants
BPW Cyprus (Business & Professional Women)	4 hours 30/11/2013	Entrepreneurship Methodology Seminar designed by Panayiotis Jacovides	<ul style="list-style-type: none"> ➤ Personal Entrepreneurship Experience ➤ Entrepreneurship methodology and tools ➤ Evaluation - Analysis of current market opportunities and risks ➤ Design and Management of Value chains 	Women entrepreneurs

PWC Cyprus (Advisory)	7 hours 25/04/2013	“Aligning International Business Interests via Knowledge”. Based on a model created by Panayiotis Jacovides for his MSc diploma final Thesis (English).	<ul style="list-style-type: none"> ➤ Agency Theory ➤ REM and PA behavioural models ➤ Uppsala Internationalization model ➤ Conflict of interests & alignment process ➤ Interactions – combination of the two models ➤ Company Restructuring Case Study (Designed by Panayiotis Jacovides) 	PWC Advisory Department
Institute of Strategic Studies (Cyprus)	4 hours 20/07/2012	Start-up Methodology / Young entrepreneurship Seminar designed by Panayiotis Jacovides	<ul style="list-style-type: none"> ➤ Personal entrepreneurship experience ➤ Current market opportunities ➤ Methodology and tools for start-ups ➤ ‘Thinking or not out of the box?’– Interactive critical analysis 	Young entrepreneurs
KEDGE Business School (France)	5 hours 19/09/2011	Start-up Methodology (Selected amongst the entire alumni of the business school)	<ul style="list-style-type: none"> ➤ Personal entrepreneurship experience ➤ Evaluation - Analysis of current market business opportunities and risks ➤ Start-up methodology and tools 	Business School Students

Professional Experience			
Period	Employer	Country	Employment types and Missions
09/2009 – 09/2010	West Medica Produktions- und-handels GmbH.	Canada <u>Traveled at:</u> Peru Argentina Chile United States Colombia	<u>Internship for the diploma of KEDGE Business School (Euromed)</u> <ul style="list-style-type: none"> ➤ Business Development Manager in South America. ➤ Team leader of the Business Development team dedicated to subsidiaries setup in Peru and Argentina. ➤ Supply chain development, negotiations and conclusion of contracts in the area of private label products – OEM. ➤ Design and implementation of conformity and compliance templates for the operations in Canada – Following FDA standards. <ul style="list-style-type: none"> ▪ Direct reporting to the CEO
09/2008 – 08/2009	West Medica Produktions- und-handels GmbH.	France (via Internet)	<u>Part Time Job</u> <ul style="list-style-type: none"> ➤ Market Research for the South American medical equipment market and business environment ➤ Preparation and Conclusion of « Private Label », OEM contracts with factories in China and Japan. ➤ Research and Design of a holding structure for West Medica in Cyprus
07/2007 – 08/2007	Cargoline Logistics Ltd.	Cyprus	<u>Summer Internship</u> <ul style="list-style-type: none"> ➤ Air transport operations – Client Problem Solving ➤ Assistant of sales in Cargo insurance ➤ Market research study for the Chinese maritime companies
06/2006 – 07/2006	Société Générale Bank	Cyprus	<u>Summer Job</u> Junior assistant in the SMEs Development Loans Department. <ul style="list-style-type: none"> ➤ Verification of the feasibility of new ventures ➤ Determination of the size of loans to be granted

Academic / Education	
2010-2011	MSc. in International Management at KEDGE Business School - Marseille (Grande Ecole – ESC programme) Year 2/2 <u>Note: KEDGE Business School is the former ‘Euromed Management’.</u>
2009-2010	Internship in Canada (While student of KEDGE Business School).
2008-2009	MSc. in International Management at KEDGE Business School - Marseille (Grande Ecole – ESC programme) Year 1/2 <ul style="list-style-type: none"> ➤ Admitted on competition (average admission success rate less than 7%)
2005-2008	BSc. in Economics and Law Administration at the Paul Cézanne, Aix - Marseille III University (Aix en Provence), Faculty of Applied Economics. <ul style="list-style-type: none"> ➤ <u>Major</u> : Administration of Entreprises ➤ <u>Grade</u> : 13,625 / 20. <u>Rank</u> : 4/64
2000-2003	« Apolytirion » high school diploma. <ul style="list-style-type: none"> ➤ <u>Major</u>: Economics <u>Final Grade</u> : 19,50 / 20 <u>Full Scholarship</u>: for university studies in France ➤ <u>Three distinctions</u>: Highest performance/grades at the high school final exams (national level), Excellence in French language studies, Excellence in high school general academic performance)

Professional Development Courses			
Dates	Institution	City / Country	Subject Title
21–23/06/2011	West Medica Produktions- und handels-GmbH	Vienna / Austria	Vision Microscopy International Distributors Workshop
5 full days in April 2011	KEDGE Business School	Marseille / France	International Seminar: “Entrepreneurship and Ethical Finance”
06-11/07/2009	West Medica Produktions- und handels-GmbH	Vienna / Austria	2 nd Worldwide Distributors Conference
1 academic semester Jan-Apr 2009	KEDGE Business School	Marseille / France	Personal Development programme - Metizo II
5 full days in November 2008	KEDGE Business School	Marseille / France	International Seminar: “Globalization and Corporate Social Responsibility”
1 academic semester Sep – Dec 2008	KEDGE Business School	Marseille / France	Personal Development programme - Metizo I

Mandatory Military Service	
07/2003 -08/2005	Cypriot National Guard <ul style="list-style-type: none"> ➤ <u>Grade</u> : Second Lieutenant of Special Forces ➤ <u>Attended Schools</u>: 4 months in the ‘Non-professional Infantry Officers Academy’ in Crete and 2 months in the ‘Special Forces Officers Academy’ in Rentina, Greece. ➤ <u>Duties</u>: Leader and chief-trainer for teams of up to 130 people

Interests / Sports / Hobbies	
Rugby Union	Player of the Cyprus National Rugby Union team from July 2006 to August 2009. <ul style="list-style-type: none"> ➤ World Record Award for 24 consecutive victories Player of Limassol Crusaders RFC since 2012.
Basketball	At Apollon B.C, Limassol from 1997 to 2003
Alpine Ski	Advanced Level
Maritime	High Speed Vessel Captain / PADI certified “Open Water” Diver
Music	Zampôna

Languages		
Greek	Native	
French	Fluent	Country of university studies / D.A.L.F
English	Fluent	12 month internship in Canada / Studies language at KEDGE Business School / Toefl iBT: 103/120
Mandarin	Basic	12 months course in KEDGE Business School
Spanish	Basic	Residency in Spanish speaking countries of South America