




Curriculum Vitae

Name: Georgios
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Education

- 05/2015-08/2015** eCornell University 
Certificate Program in Advanced Hospitality Revenue Management: Pricing and Demand Strategies
- 11/2013-03/2014** eCornell University 
Certificate Program in Hotel Revenue Management
- 11/2012-07/2013** eCornell University 
Certificate Program in Financial Management
- 01/2012-05/2012** eCornell University 
Certificate Program in Hotel Real Estate Investments and Asset Management
- 01/2011-12/2011** Glion Institute of Higher Education, Bulle Switzerland 
PostGraduate Diploma in Hospitality Management
Modules studied: Room Division Management, F&B Management, Financial Management, Managing Events, Operations Management
- 11/2010-08/2011** National and Kapodistrian University of Athens 
Distance e-Learning
Tourism and Hotel Management
- 11/2007-06/2009** E.E.Δ.Ε (Hellenic Management Association) 
Master in Business Administration (**M.B.A**)
Final year Modules: Business Plan, Project Management, Business Strategy, Total Quality Management, Project Management, Financial II
- 09/2001-06/2004** University of Salford, Manchester UK 
Bachelor of Science with Honors in Quantitative Business Management
Final year Modules: Financial and Planning Control, Corporate Strategy, Statistical Methods, Operations Management, Accounting, Principles of Marketing, Business Forecasting

Work Experience

- 11/2018-** Branded Boutique 4* Resort (109 Rooms&Villas), Asia
General Manager
 Responsible for or all aspects of operations at the hotel, to day-to-day staff management and guests. Provide leadership and strategic planning to all departments in support of our service culture, maximized operations and guest satisfaction.
- 09/2017-10/2018** Grand West Sands Resort & Villas Phuket, Thailand
Cluster Director of Revenue (Pre-Opening/Re-Branding) Optimization
 Establishing from scratch all the revenue procedures/processes of creating/opening a new hotel concept, dividing the biggest resort in Phuket (673 rooms) into two hotels 5*(213 Villas/Premium rooms) - 4*(470 Superior rooms).
- 08/2016-09/2017** Centara Grand West Sands Resort & Villas Phuket, Thailand
Director of Revenue Optimization
 Setting strategies & Action plans to achieve a challenging budget for the 558rooms including the largest waterpark in southeast Thailand & the biggest conference center in Phuket (1000pax capacity).
- 08/2015-08/2016** Centara Grand West Sands Resort & Villas Phuket, Thailand
Revenue Manager
 Implement Revenue Management practices to leverage the potential of 558 family friendly rooms and the biggest waterpark in the island.
- 04/2014-06/2015** Kipriotis Hotel Group, Athens, Greece
Hotel Group E-Commerce Manager
 Responsible for the entire online channel of 5 properties (1500rooms)
- 05/2013-04/2014** Sofitel Dubai Jumeirah Beach Dubai, UAE
E-Commerce Executive
 In charge of generating revenue and increasing traffic via all online channels. Key accountabilities: Acquisition and Digital Marketing, E-Communication, Social Media, Online Distribution, Reporting and Analysis.
- 11/2012-02/2013** Crowne Plaza Hotel Xiangyang, China
Guest relations Manager
 Providing guest recognition, coordinate and supervise all activities for guests.
- 08/2012-10/2012** Crowne Plaza Hotel Xiangyang, China
Manager in Training
 Dealing with VIP's requests, ensuring guest satisfaction, solving problems, introducing new ideas to enhance guest's satisfaction
- 02/2012-07/2012** Kempinski Hotel Aqaba, Jordan
Management Training in F&B department
 Ensuring operating standards, maximizing profitability
- 06/2007-12/2010** Ariti s.a (Pharmaceutical Company)
Product manager
 Prioritizing product & customer requirements, Planning & developing strategies
- 06/2006- 05/2007** Ariti s.a (Pharmaceutical Company)
Logistics Department
 Preparation of customer request query, clearing of documents (custom clearance).
- 12/2005 -06/2006** Autofix - Logo s.a (Commercial Company)
Responsible for area sales
 Direct sales, new client development, product promotion

	Seminars	Languages	Computer skills
11/ 2010	Oikonometxniki seminar "Successful Negotiations"	English (Fluent) Greek (Fluent)	Ms Windows Ms Office
03/2010	Advanced Quality Services "Logistics Management"	Chinese (Beginner) Italian (Beginner)	Micros software Opera software
05/2009	Advanced Quality Services "Analysis of a Balance-Sheet"		

* The space in two pages is very much limited to describe my business profile please visit my [Linkedin](#) account.

* Several References available upon request