Tsakrilis. M.B.A.

[Tsakrilis.338674@2freemail.com](mailto:Tsakrilis.338674@2freemail.com)

QUALIFICATIONS

Regional Sales Manager adaptive to difficult circumstances with superior analytical skills applied to plan, to implement, to monitor and evaluate. Reliable coordinator capable to lead the team towards vision. Skilful in developing new ideas, coaching, public speaker and quick thinker are some of the strongest points. Excellent communicator with fluency in English and intermediate in French. Proven leadership in training employees and conducting formal presentations to all level of management.

SELECTED ACCOMPLISHMENTS

* Year 2000 -- Qualified member of the Million Dollar Round Table. (I was between the 10.000 best paid Insurance Consultants Worldwide).
* Year 2013 – 2014 -- Best Regional Manager in Growth Sales & Values. (Bonus Trip For me and my team in Brazil)
* Year 2015-- 2016 – Launched new triple combination hypertension drug in the market.

PROFESSIONAL EXPERIENCE

**Sales, Consulting & Financial Planning**

* Responsible for the Sales of Hypertension, Diabetic, coronary disease and Venus disease drugs. Feedback of the market and Hospital presentations.
* Conducted Research on Customer’s Needs. Prepared reports and presented Findings. Follow up, Customer Service and Cross selling.
* Responsible for Policies: (retirement, life insurance, loans, mutual funds, investment decisions).

**Management & Training & Moderator**

* Lead the team towards vision. Coaching *(maximize the potential of Coachee*). Plan, Implement, Monitor, and Evaluate.
* Gather Data and Compiled Various Reports. People Development. Budget Allocation. (R.O.I. – return on investment)
* Create and Implement Action Plan. Set and analyse goals. Problem solver.
* Responsible for the training of subordinates in selling technics, Role plays and to implement specific tests for up dating their knowledge.

EMPLOYMENT HISTORY

***Regional Sales Manager*** 01/2011 up toNow.

SERVIER PHARMACEUTICAL COMPANY, Athens, Greece

**Medical Representative** 01/2009-- 01/2011.

INTERAMERICAN INSURANCE COMPANY, Athens, Greece

**Financial Planner** 05/2002—01/2011.

INTERAMERICAN INSURANCE COMPANY, Athens, Greece

**Insurance Consultant & Moderator in L.U.T.C.F. 2000- 2002**. 06/1998 –05/2002.

EDUCATION

DEREE THE AMERICAN COLLEGE OF GREECE, Athens, Greece

**Bachelor of Science in Business Administration**

**Major:** *International Business & European Affairs* 09/2006--12/2015.

E.E.D.E. – HELLENIC MANAGEMENT ASSOCIATION, Patrai, Greece

**M.B.A. Business Administration & Management** 09/2012--12/2013.

L.U.T.C.F – THE AMERICAN COLLEGE & THE INSTITUTION OF FINACIAL STUDIES, Athens, Greece

**Diploma of Life Underwriter Training Council Fellow**  06/2000- 11/2002.

PERSONAL INFORMATION

Date of Birth 30/04/1978

Citizenship/s Greek/Canadian

Military Obligations (Completed)