



# Kimon Apostolidis

Full Stack Developer | Project Management

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With a diverse professional background spanning sales consultancy in the telecommunications sector and a transition into software development, I've honed my project management skills to a fine edge. As a Full Stack Developer with a bachelor's degree in applied informatics in Administration and Economy, I offer a strong technical foundation covering CSS, HTML, Python, JavaScript, Django, React, Java, C#, and SQL databases. My standout abilities include client satisfaction, team coordination, negotiation, communication, and project management.

Leading the design and analysis of project requirements and crafting comprehensive Functional Specification Documents, I thrive on collaboration within diverse teams, fostering open communication channels to ensure alignment with project goals and overcome obstacles effectively.

My commitment to continuous learning and professional development is unwavering. Certified in Google Project Management, Agile Explorer, and Project Management Fundamentals, I actively pursue opportunities for growth. Combined with my bachelor's degree in applied informatics in Administration and various industry-specific courses, this comprehensive skill set provides a robust foundation in both technical expertise and managerial proficiency.

Excited about the prospect of contributing to impactful projects, I'm eager to leverage my multifaceted background and dedication to drive organizational success.

## Professional Competencies and Industry Tools

- **Programming:** SQL, Python, JavaScript, Java, React, C#
- **Web:** HTML/CSS - Bootstrap, Django, Docker
- **Tools:** Git, GitHub
- **Industry Skills:** Full-Stack Development, Front-End Development, Back-End Web Development, Cascading Style Sheets (CSS), Configuration & Release Management, AngularJS, RESTful Services, Java Enterprise Edition, Design & Build Enablement

2023-02 -  
Current

## Application Development Associate

Accenture, Thessaloniki

As an Application Development at Accenture, my role encompasses a comprehensive range of responsibilities aimed at ensuring the successful development and deployment of software solutions. Leveraging my expertise in requirement analysis, stakeholder collaboration, implementation strategy, and project management, I drive projects towards successful outcomes. Key highlights of my contributions include:

- **Requirement Analysis and Stakeholder Collaboration**  
I meticulously analyze business requirements and collaborate closely with stakeholders to ensure a clear understanding of their needs. This collaborative approach ensures that the resulting solution precisely aligns with the client's objectives.
- **Implementation Strategy and Integration**  
I develop robust implementation and integration strategies, considering various components of the application and their interactions with other systems. This ensures seamless integration into the existing environment, minimizing disruptions.
- **Deployment Planning and Performance Monitoring**  
I oversee the development of deployment plans and schedules, ensuring smooth transitions during primary application releases into production. Subsequently, I monitor the performance of applications post-deployment, promptly addressing any issues that arise to maintain optimal functionality.
- **Defect Resolution and Enhancement**  
In the event of defects or performance issues, I lead efforts to diagnose and resolve these issues promptly. Additionally, I contribute to the design and development of solutions or enhancements to existing modules, continually improving the functionality and efficiency of applications.
- **Project Management and Communication**  
Acting as a pivotal link between clients and development teams, I engage in regular communication to provide updates on project status, build progress, bug resolution, and timelines. Moreover, I proactively identify and mitigate potential risks or design gaps, ensuring the smooth execution of projects.

2019-04 -  
2022-06

## Smart Living Advisor

OTE Group of Companies, HTO, Katerini

### Smart Living Advisor (09/2021-06/2022)

- Weekly preparation of Briefing Materials with the use of slideshows for the team meetings
- Working under the supervision of the manager in order to create action plans regarding the achievement of the monthly goals
- Helping the team achieve the monthly goals with the use of cross-selling and up-selling techniques
- Showcasing the latest technologies to clients

### Sales Consultant (04/2019-08/2021)

- Experience in CRM programs
- Customer Support
- Acquired skills and techniques for customer service in call center and support center environments
- Customer-centric approach

### Internship as Sales Consultant (04-11/2017)

- Used consultative sales techniques to understand customer needs and recommend relevant products

## Education

2012-10 - 2018-06

### Bachelor of Science: Applied Informatics in Administration

University Of Ionian Islands - Lefkada Island, Greece

Thesis: The effects of music in psychology Research and app development on android OS environment. Developed the application "Music Finder" for android devices. The user receives a personalized playlist on Spotify based on his mood by answering a dynamic questionnaire. **Thesis Grade: Excellent**

## Training and Certifications

**Google Project Management Certificate**, Coursera, February 2024

**Agile Explorer**, IBM, January 2024

**Project Management Fundamentals**, IBM, January 2024

Additional courses available for viewing on [LinkedIn](#).

## Skills

**Programming:** SQL, Python, JavaScript, Java, React, C#

**Web Development:** HTML/CSS (Bootstrap), Django, Docker

**Tools:** Git, GitHub

**Industry Skills:** Full-Stack Development, Front-End & Back-End Web Development, Configuration & Release Management, AngularJS, RESTful Services, Java, Design & Build Enablement

## Soft Skills

In addition to excelling in **complex problem-solving**, **critical thinking**, **coordinating with others**, consistency, ability to work under pressure, self-discipline, and **strong work ethic**, I also possess adept interpersonal skills, adaptability, emotional intelligence, and resilience. My proficiency in team communication extends to fostering open channels of communication and **building trust** with clients and team members. I prioritize transparency and honesty in all interactions, ensuring everyone feels valued and heard, establishing a foundation of **trust and mutual respect**. Moreover, my resilience and openness to feedback allow me to continuously **learn and grow**, contributing positively to any team or organization. I welcome constructive criticism as an opportunity for improvement, demonstrating my commitment to personal and professional development. This willingness to adapt and evolve ensures that I can thrive in dynamic environments and overcome challenges effectively..

## Clifton Strengths

### Strategic

Create alternative ways to proceed, quickly spot relevant patterns and issues.

### Restorative

Adept at dealing with problems, good at figuring out what is wrong and resolving it.

### Empathy

Sense other people's feelings by imagining themselves in others' situations.

### Individualization

Intrigued with unique qualities of each person, can figure out how different people can work together productively.

**Connectedness**

Faith in links among all things, believe almost every event has meaning.

## Languages

Greek: Native, Excellent

English: C2 LRN 2022, Excellent