

# STAVROS TSENTEMEIDIS

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Military Service: **Complete (Oct. 2019 – Jul. 2020)**

## PROFESSIONAL SUMMARY

My passion for analytics and the intense desire for extracting insights out of data, led me to pursue a Master's Degree in Business Analytics & Big Data. My will for excellence ranked me 1<sup>st</sup> in my university entry exams. I have been leading the Business Development department of an education startup called, Bonding Beyond Borders. I have also led a successful Racing Marketing Team, that achieved a great performance (2<sup>nd</sup> overall) at the FSAE International competition. I really love puzzles and I want to expand this love to the business problems and learn how to solve them effectively through the power of Data & Analytics.

## EDUCATION

### IE BUSINESS SCHOOL

MADRID, SPAIN

*Master's in Business Analytics & Big Data (MBD)*

OCT. 2018 – JULY.2019

Technical knowledge acquired through the Master includes **R, Python, Spark, Hadoop, Dataiku, Datarobot, NoSQL** and **SQL**. There is also practical experience through Datathons and Enterprise Challenges (e.g. **IBM Watson** Challenge) organized by the IE University (HST).

### UNIVERSITY OF MACEDONIA

THESSALONIKI, GREECE

*Bachelor of Science, Business Administration*

SEPT. 2014 – JULY 2018

1st ranking in the entry scores among the students during the academic year 2014 – 2015.

## PROFESSIONAL EXPERIENCE

### BONDING BEYOND BORDERS (STARTUP)

MADRID, SPAIN

*Business Development Director*

FEB. 2019 – NOW

- Bonding Beyond Borders is a startup on the educational sector, focusing on helping teachers discuss controversial social topics with their students and promote diversity, through an interactive and fun board game.
- Won the Global Facebook Challenge among 50 teams last year.
- Leading the business development department, the expansion of the activities and preparing pitches and presentations to attract and convince the different stakeholders.

### BLISS POINT PREMIUM FOOD PRODUCTS (ORIZONTES S.A)

THESSALONIKI, GREECE

*Assistant Brand Manager*

SEP. 2017 – OCT.2018

- Developed part of the Point of Sale material design and implementation.
- Responsible for the artwork implementation and the social media communication, as well as Instore Consumer Testing events.

### DEMOCRITUS RACING TEAM

XANTHE, GREECE

*Marketing Manager*

OCT.2015 – SEPT.2017

- Responsible for recruiting and managing of the team for 2 consecutive years, defining the roles and responsibilities.
- Led the design and implementation of the Business Plan at the team's participation in the FSAE International Competition (2nd place overall among 14 teams).

### AHOLD DELHAIZE – ALFA BETA VASSILOPOULOS S. A

THESSALONIKI, GREECE

*Retail Corridor Assistant*

JUL. 2016 – OCT. 2016

- Responsible for organizing the stock/shelves, suggesting improvement of the renovated store at the liquor/drinks department.

### PLAISIO COMPUTERS A.E.B. E

THESSALONIKI, GREECE

*Trainee*

JUN.2015

- I participated and worked in the whole educational procedure of the company (3x 8hr seminars) to work as a smartphone salesman.

## LANGUAGES

**English** (Bilingual); **Spanish** (Fluent, daily use since 2018); **Greek** (Native), **German** (initial classes, amateur level)

## OTHER INTERESTING INFORMATION

- Deep love for the gaming industry both as a gamer and as an analyst in games like League of Legends, Counter Strike etc.
- Volunteer for AIESEC (2014) & Greek Red Cross – First Aid Courses for citizens (2016).
- Google Certifications on Academy for Ads