

CHRISTOS CHRISTITSAS

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LINKEDIN PROFILE

- <https://www.linkedin.com/in/christos-christitsas/>

PROFESSIONAL SUMMARY

Experienced manager with 20-year track record of successful administrative and operations management. Talented professional well-versed in financial services and bank credit offerings. Expertise in financial consulting. Highly skilled in cultivating and leading high-performance teams focused on exceeding business objectives. Self-motivated, hard working and passionate about providing excellent customer service and exceeding expectations.

SKILLS

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| • Business Development and Planning | • Coaching and mentoring |
| • Sales expertise | • Personnel Management |
| • Banking & Loans expertise | • Relationship building and management |
| • Financial & Insurance Advisor | • Time management |
| • Goals and Performance | • Positive and upbeat |
| • Reporting familiarity | • Written and interpersonal communication |
| • Analytical problem solver | |

WORK HISTORY

Jun 2013 - Dec 2021

Bank Manager / Alpha Bank

- Direct all operational aspects including distribution operations, customer service, human resources, administration and sales
- Assess local market conditions and identify current and prospective sales opportunities
- Bring out the best of branch's personnel by providing training, coaching, development and motivation
- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities
- Address customer and employee satisfaction issues promptly
- Adhere to high ethical standards, and comply with all regulations/applicable laws
- Network to improve the presence and reputation of the branch and company
- Stay abreast of competing markets and provide reports on market movement and penetration

Mar 2007 - May 2013	Bank Manager / Groupe Crédit Agricole • Direct all operational aspects including distribution, customer service, human resources, administration and sales in accordance with the bank's objectives • Provide training, coaching, development and motivation for bank personnel • Credit approval up to EUR 0,3m for mortgage loans and EUR 0,1m for business loans - Credit risk assessment • Created strategies to develop and expand existing customer sales, resulting in increase in annual sales.
Jun 2002 - Feb 2007 Attica Greece	Small Business Relationship Manager / Emporiki Bank • Maximise profitably by identifying corporate customer needs first and then recommending appropriate solutions for the customer to consider and accept • Regularly meet with customers and deal with business turnover of up to 2.5m EUR – Credit risk assessment
Jan 2002 - Jun 2002 Attica Greece	Assistant Treasurer / FOURLIS Group of Companies • Assist the corporate group treasurer in the direction and management of the group's treasury activities
Oct 1999 - Dec 1999 Attica Greece	Stock Analyst / BX Financial Services S.A. • Evaluated portfolio performance and risk exposure to support client investment success.
Jul 1999 - Sep 1999 Attica Greece	Statistical Analyst / Ministry of Economy and Finance • Manipulate transformed and analyzed data by reviewing computer reports, printouts and performance indicators.
Jun 1997 - Sep 1997 Rome, Italy	Lubricants Supply Coordinator / BP Marine Italia SpA • AIESEC trainee - Maintain international lubricants supplies to vessels by coordinating international distribution.
Jul 1996 - Sep 1996 Fthiotis Greece	Management Trainee / OTE Group of Companies (HTO) • Internship for high graded students of University of Macedonia faculty of Business Administration
Jul 1995 - Sep 1995 Vibo Valentia, Italy	Operations Management Trainee / Aquapark di Zambrone SpA • AIESEC trainee - Assist senior management to develop and submit performance and compensation reports
Jul 1994 - Sep 1994 Fthiotis Greece	Accounting Trainee / Rice Mills of Lamia SA • Voluntary work - Use accounting software to prepare weekly and monthly financial reports.

EDUCATION

Manchester UK

Master of Arts in Finance - The University of Manchester

- The course is ranked 7th in the UK and 24th in the world (QS Business Masters Rankings 2022)

Athens

Master of Science in Statistics - Athens University of Economics & Business

Thessaloniki

Bachelor of Arts in Business Administration - University of Macedonia

- Grade: 7.70 /10.0

CERTIFICATIONS

Certificate in Digital Business Transformation -National & Kapodistrian University of Athens

Preparing Analysis on Financial Instruments or Issuers (δ) - Bank of Greece

Clients' Portfolio Management (γ) - Bank of Greece

Certificate in Investment Management Level 3 - Chartered Institute for Securities & Investment

Debt Restructuring Expert - Greek Government Private Debt Management Council

Certificate in distribution of insurance products -Ministry of Development and Investments

ACCOMPLISHMENTS

- **2022 Finalist i3 Alpha Bank Internal Innovation Contest**

Associated with Alpha Bank. Presentation of our team's proposal to C level executives and the board of directors

- **2019 Best Branch Manager in digital business transformation**

Associated with Alpha Bank. Awarded as branch manager for the most successful implementation of digital transformation processes among 20 branches

- **1999 Finalist Procter & Gamble's 1st students business course**

Associated with Athens University of Economics and Business. Selected after a selection process involving hundreds of students all over Greece.

1996 Distinction in Corporate Accounting

Associated with University of Macedonia. Congratulation letter from prof. Aristoklis Ignatiades (Head of Accounting & Finance Dept) for outstanding performance

HOBBIES

Running, motorcycling, traveling, snowboarding, drive safety, gadgets, technology, social media marketing