

THANOS BOTSARIS

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EDUCATION

UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School - Chapel Hill, NC

May 2028

Master of Business Administration

- Lovick P. Corn Fellowship - Partial tuition; Kenan-Flagler Fellowship - Partial tuition
- Concentrations in Energy and Consulting, Student Ambassador

UNIVERSITY OF GLASGOW, Adam Smith Business School - Glasgow, Scotland

September 2022

Master of Science, Management

- Academic Standing & Certifications: 3.84 GPA, CMI Level 7 Diploma in Strategic Management & Leadership
- Consulting Projects: Led graduate teams analyzing market entry (Teremana Tequila), financial performance (Morrisons), and unit economics (Ryanair)
- Master's dissertation (Distinction): Applied regression and reliability testing (Cronbach's Alpha) to a 2,000-respondent dataset, identifying SEO as the strongest driver of brand equity in post-COVID UK markets

UNIVERSITY OF SOUTHAMPTON, Southampton Business School - Southampton, England

May 2021

Bachelor of Science, Marketing

- Academic Standing & Activities: 3.67 GPA, Varsity Basketball, Founder of a student startup pitched to investors
- Digital Strategy Projects: Consulted for Döhle Yachts and Southampton FC; applied corporate strategy frameworks to Nike, Lufthansa, and Superdry
- Bachelor's dissertation (Distinction): Quantitative study (n=213) using regression, ANOVA, and mediation testing on social media's impact on post-purchase evaluation across Greek and Balkan markets

EXPERIENCE

SPACE HELLAS S.A. - Athens, Greece

2024 - 2026

Business Development Associate

- Managed a strategic partner portfolio contributing \$2.7M+ in attributable annual revenue by coordinating opportunity identification, bid support, cross-functional execution across sales, technical, and legal teams
- Served as primary liaison for 60+ international vendors, ensuring strategic alignment, regulatory compliance, and readiness to drive sales pipeline growth
- Identified overlooked certifications, enabling a partner tier upgrade and securing a \$100K contract
- Streamlined cross-team collaboration, accelerating partner certifications by 23% and reducing time-to-market
- Expanded the vendor ecosystem by 6% through proactive outreach and relationship cultivation
- Designed and implemented a vendor tracking system that reduced compliance issues by 9%
- Analyzed quarterly sales and partner performance metrics to identify high-growth segments, delivering data-driven recommendations for the firm's scaling strategy
- Represented the company at Cisco Live Amsterdam (2025, 2026) to strengthen global alliances

HELLENIC ARMY - Athens, Greece

2023 - 2024

Lance Corporal of Special Transport Battalion

- Led a 20-member squad in operations and transport coordination, ensuring mission readiness and team discipline
- Managed \$540K+ in high-value assets, implementing reporting protocols that minimized downtime
- Coordinated cross-unit communications and resource allocation under high-pressure scenarios to optimize efficiency
- Earned accelerated promotion to Lance Corporal ahead of peers in recognition of leadership and reliability

ADDITIONAL INFORMATION

- Work Authorization: United States, United Kingdom, European Economic Area
- Activities & Awards: Founder, First-Generation Professionals resource group; Seasonal Wildfire Volunteer
- Certifications: NASBA Financial Modelling Foundations; 60+ tech certifications (Cisco, Oracle, Palo Alto, Fortinet)
- Interests: Global travel (46 countries, 12 US states), basketball, soccer, sports analytics