

# Kotsionopoulos Konstantinos

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Online CV : <https://kkotsionopoulos.github.io/my-resume/en.html>

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## PROFESSIONAL SUMMARY

*Versatile professional with over 8 years of entrepreneurial experience in business management and customer service, currently specializing in E-commerce and Digital Marketing. Possesses a strong analytical background with a Master's degree and technical proficiency in Python and structured data concepts. Expert in managing complex B2B/B2C interactions and optimizing service workflows. Seeking to leverage deep experience in AI tools to enhance the development of conversational AI models.*

## CORE COMPETENCIES

- **AI & Technical:** Prompt engineering, Python programming, HTML/JSON basics, Logic reasoning, ERP systems.
- **Communication:** Advanced verbal & written English, High-level customer support, B2B/B2C relationship management.
- **Analytical:** Scenario-based evaluation, Data consistency, Structured documentation, Quality assurance.
- **Soft Skills:** Attention to detail, Remote collaboration, Adaptability, Strategic problem-solving.

## PROFESSIONAL EXPERIENCE

### Business Owner & General Manager

2016 – 2025

*Self-Employed | Greece*

- Manage end-to-end B2B and B2C sales operations, consistently delivering high-quality customer service across multiple channels.
- Utilize ERP systems to streamline inventory and e-commerce workflows, ensuring data accuracy and operational efficiency.
- Simulate and resolve complex customer support scenarios daily, adapting tone and strategy to meet diverse client needs.
- Execute digital marketing strategies and e-commerce optimizations, integrating AI-driven tools to enhance business performance.

### Sector Head / Agricultural Inspector

Past Professional

Roles

*Agricultural Sector | Greece*

- Led structured inspections and pest control initiatives, requiring rigorous adherence to technical guidelines and documentation.
- Conducted subsidy audits, applying logical reasoning and analytical frameworks to validate compliance and accuracy.

## EDUCATION & TRAINING

- **Diploma in E-commerce & Digital Marketing** 2025 - In Progress

*Vocational Training Institute (S.A.E.K)*

Specialized coursework in Python programming, HTML, and AI-driven digital tools.

- **Master of Science (M.Sc.) in Integrated Rural Development & Management** 2010 – 2011

*Agricultural University of Athens*

- **Bachelor's Degree in Agronomy** 2001 - 2005

*Technological Educational Institute of Kalamata (University of Peloponnese)*

*School of Agricultural and Technology*

## DIGITAL PORTOFOLIO & WEB PROJECTS

- **Mainalon Trekking | Digital Platform Development**

Designed and deployed a comprehensive outdoor tourism website using **WordPress** and **Elementor**.

Focused on responsive design, SEO optimization, content creation (Instagram, YouTube, Tiktok) and content strategy to promote regional trekking routes.

[Link: https://mainalontrekking.great-site.net](https://mainalontrekking.great-site.net)

- **Multilingual Interactive Resume | Web Development & Deployment**

Developed and hand-coded a responsive, multilingual digital CV using HTML5 and CSS3.

**Live Project:** <https://kkotsionopoulos.github.io/my-resume/en.html>

## LANGUAGES & TOOLS

- English: Full Professional Proficiency (Reading, Writing, Speaking, Listening).
- Greek: Native Speaker.
- Technical: Python, JSON (Basic), HTML, ERP software, Microsoft Office Suite, AI Productivity Tools.
- Equipment: Reliable access to high-quality audio recording hardware and professional workspace for remote engagements.