

Sotirios Makrygiannis

Inventor, Entrepreneur, Philosopher

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EU Citizen, Greek of Cyprus

EXPERIENCE

AIA.labs, Cyprus, Estonia — CEO

August 2020 - now

I offer specialized freelancing services in Business Optimization, Product Management, Financial Planning, Customer Support, and Growth Hacking for high tech companies. Notable client projects include the development of a No-Code platform for Chocively.com, business development with ATG Fund, and collaborating with Done Robotics. My expertise extends to participating in an EU Projects where I assessed the digital marketing strategies of nine coastal cities. Additionally, I'm actively involved in coaching new startup founders and hold the esteemed position of Country Chair for the World Business Angels Forum.

Unicaf, Cyprus — Head of Product (probation)

July 2020 - August 2020

Business process optimisation of distributed call centres focusing on the African educational market using data analysis with AWS Quicksight AI and Hubspot CRM.

Impactech, Cyprus — Head of product

March 2020 - July 2020 (Covid19 redundancy)

CRM with VoIP AI for sentiment analysis serving the FOREX industry. Productized research, established best practices and released the first solid SW version. Business development with Microsoft to add real-time sentiment analysis on MS Teams real-time communications.

CYIRC, Cyprus — Consultant (fixed-term)

August 2019 - February 2020

We were optimizing production for a unique sports product, skateboards made out of advanced plastics.

Helvar OY, Helsinki — Consultant (fixed-term)

March 2018 - May 2019

AI/Blockchain strategy framework for Lighting systems
Patent creation, how to improve Productivity with lights and AI
Adoption of ITIL for improving sales cycles, care, NPS

SKILLS

Managing complex projects

Strategy formation

Inventor of technologies

Visionary Product creator

AWARDS

Edison Award on Eliademy

Top Nokia talent for 4 years

Finnish Diversity Award

LANGUAGES

English - fluent

Greek - mother tongue

Finnish - basic

HOBBIES

Book reading

Photography

Travelling

Podcasting & Authoring

DJing

Eliademy, Helsinki — CEO and Founder

August 2012 - February 2020

Creation of a learning platform hosting 700k students, 52k teachers and 96k courses. We raised 1.6 million euros from VC Seed fund, EU, own investment. Eliademy was creating a global brand, Top 20 in our segment, that grew with modern growth hacking methods. I worked in customer support, sales, and public relations by influencing local government and EU-level think tanks: and Bootstrped the startup as CEO and Chairman of the Board. Our vision and mission statement created a lovable brand that established me as a thought leader with frequent invitations to conferences.

Nokia, Global — Director Applications, Phones

June 2011 - August 2012

I controlled a 20 million R&D budget for creating new mobile applications based on open source. Thirty direct reports spread over five continents, consisting of Developers, Product, and Scrum masters as their immediate line managers. Plus site manager for Nokia R&D Helsinki, with oversight on the well-being of over 2500 engineers from 42 different cultures.

Intrapreneur that productized research such Air UI - controlling device without touching by utilizing a front camera. Also, Context-aware apps such as Zones were commercialized later by the current US Airforce Chief Scientist and publicly recognized as the "most astonishing mobile app ever made". My teams delivered the award-winning Nokia N9 device that contributed to sales of 500 million EU. Top Nokia leadership talent for four years in a row.

Nokia, Global — Head of Productivity Apps, Phones

June 2008 - June 2011

Delivery of productivity apps (Office, Email, Calendar, Notes, Calculator) on Nokia tablets. Orchestrated development of full office MS-compatible with eight developers by empowering and utilizing the open-source community. Active intrapreneur focusing on Productivity and researching how to use pico projectors and Lazer keyboards. More than 10k internal users had the option to replace laptops with a Meego tablet, a monitor and Nokia wireless keyboards.

Nokia, Helsinki — Program Manager Apps, Phones

May 2006 - June 2008

I was assigned to negotiate business contracts with Skype, Real Networks, CISCO, Intel, and IBM to create an ecosystem of partners for new devices. My team of 5 delivered SKYPE, in 11 weeks/170k total budget, on mobile devices, three years earlier than iPhone. Our Skype implementation was the first in the world, covered by Newsweek. Compacted Project management theories into an easy-to-memorize method using metaphors and a compass symbol (The Diamond model). Creation of patents in Geoblocking, Context awareness, and Content sharing.

Nokia, Helsinki — Business Development Manager, Network

January 2003 - May 2006

Business case & strategy facilitator for All IP networks. Conceptualization and delivery of a Rich Call Client (3GPP). RCC was the Nokia alternative to MSN and was used *internally until 2012*. Competitor intelligence and first concepts for legal interception Solutions with Deep packet inspection. Solution manager for Instant Messaging and Presence, the social phonebook (IMPS 3GPP/Wireless Village)

Nokia, Helsinki — Solution Planner, IT division

August 2001 - January 2003

Nokia Global Demand supply network, requirements gathering and roadmaps.

Sonera Zed, Helsinki — Product Manager

June 2000 - August 2001

Definition/Roadmapping of the first in world SMS-based services. Deployment of SMSCs and Content servers in 15 countries.

Satama Interactive, Helsinki — Usability Expert

January 2000 - June 2000

Architecting and Coding an MS Outlook client with WML/WAP for 1st generation consumer mobile internet. Coding of a WML/WAP client for live streaming.

Self-employed, Helsinki — Web Design Expert

January 1999 - December 1999

Running own web design company, a total of 5 clients served.

Odyssey.co.cy, Cyprus — Business Development, Sales

August 1997 - June 1998

Creating Go to market plans and partnerships with ISPs
Crafting the value proposition, establishing channels in B2C, B2C

WPC, Cyprus — Shop manager, Sales

August 1996 - June 1997

Selling Compaq Pcs, managing a team of 3 salespersons.
Distribution of software such as IBM Lotus.
Network architecture and deployment of the first internet cafes in Cyprus.

Mavico SA, Greece — Sales

June 1993 - June 1996

Sales of Compaq PCs and mobile phones to B2B, B2G segments

Intrasoft, Greece — Intern

January 1991 - June 1992

A pilot in water supply, inspection with military-grade mini computers

EDUCATION

Wharton University, Philadelphia, USA — *Mini MBA*

2011-2012

Mini MBA sponsored by Nokia at WHARTON University. Various Nokia-sponsored training on leadership, Project and Product management. Nokia Board member was assigned as my Coach and evaluated as being among the 1% of top-performing leaders. Entrepreneurship was allowed and encouraged; my ideas were financed and approved without hesitation by SVPs or Board members.

Technical School, New Philadelphia, Athens — *Dropout*

1996

Drop out last year from Technical Computer High School in New Philadelphia, Athens. At nine years old knew Basic and Pascal and experimented with AI Lisp. I aim to receive at least a master's degree in 5 years.

PATENTS

- [Method for payment in association with IP multimedia sessions in a communication network](#)
- [METHOD AND APPARATUS FOR PROVIDING ZONE-BASED DEVICE INTERACTION](#)
- [Method and Apparatus for Identifying and Mapping Content](#)

PUBLIC PRESENTATIONS

- [Launching “Sustainable Finland” for good corporate practices](#)
- [Presenting my vision about the future of Education](#)
- [Lecturing at Aalto University on Growth hacking \(digital marketing\)](#)
- [Zero food waste consumer behaviour analysis and ideas](#)
- [How to tackle sexual abuse among teen girls](#) (at 1:20min)

AFFILIATIONS

- [Greek House DAVOS, World Economic Forum, Technology Advisor](#)
- [International Engineering & Technology Institute, Board member](#)
- [Plato Academy restoration project, Advisor](#)
- [Founding member of the New Wave movement, EGov Advisor](#)