

Vavilousakis Vasilios

SENIOR STRATEGY, BUSINESS TRANSFORMATION & FINANCIAL ADVISOR

CAREER SUMMARY

A highly accomplished financial professional with over 30 years of experience in the financial services sector, encompassing expertise in insurance, social security fund management, and strategic planning. Proven track record in driving organizational growth through robust financial analysis, risk management, and the development of long-term strategies that align with both business objectives and regulatory frameworks. Adept at leading cross-functional teams, optimizing investment portfolios, mitigating risks and implementing innovative solutions that enhance operational efficiency and stakeholder value. Committed to continuous improvement and leveraging industry best practices to deliver outstanding results and organizational success.

SELECTED KEY PROFESSIONAL HIGHLIGHTS

- Special Honorary Distinction for Structured Financial Resolution & Operational Reorganization of numerous significant Social Security Funds
- Exemplary point of reference for the organizational financial & technocratic consolidation in multiple organizations in private and public sector
- State and Equivalent Grand distinctions for distinguished socio-political actions
- Successful Capitalization of Funds in International Banking Environments
- Rapporteur of international practices in the field of Risk Engineering, Crisis Management and Re-Engineering with triumphant results
- Guest Speaker and Special Trainer to prominent professional bodies and academic institutions
- Pioneer in strategic inter-disciplinary cooperation for overall resolution of insurance bodies
- Solid participation and protagonist role in working groups on insurance - reinsurance brokerage
- Continuous engagement on working groups on the applied methodology of Risk Management in the effective management of insurance reserves
- Has strategically advised on the restructuring of major corporations' financial framework
- Has spearheaded business and digital transformation of traditional business in insurance brokerage
- Has impactfully led business transformation initiatives resulting in innovation, operational efficiency and costs reduction
- Has consistently published multiple studies and articles in the sectoral and daily press receiving remarkable media publicity and public attention

AREAS OF EXPERTISE

- Strategy Consulting at Board Level
- General Management Consultancy
- Capital Projects Advisory & Delivery
- Banking Advisory
- Sales & Commercial Advisor
- Business Development
- Business Planning
- Process Mapping
- Digital Transformation
- Crisis Management
- Risk Assessment & Risk Management
- Project Management
- Insurance Sales Portfolio
- Customer Relationship Management
- International Relations Specialist
- Audit & ISO
- Global Economy Trends
- Financial Advisory
- Investments Advisory
- Market Penetration Expert
- Employer Branding
- Business Transformation
- Company Restructuring
- Innovation
- Re-engineering
- Risk Engineering
- Property Management
- Insurance Management
- Underwriting
- International Negotiation Advisory
- Senior Policy & Legal Advisor
- Social & Private Insurance Policies

CONTACT

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Athens, Greece

EDUCATION

PhD in Business Administration
Specialisation in Insurance Risk Management, Pacific Southern University (PSU), U.S.A, 2002

Bachelor's in Business Administration, Pacific Southern University (PSU), U.S.A, 1994- 1997

PROFESSIONAL MEMBERSHIPS

American Society for Quality (U.S.A.), IUMA, CIM, I.R.M.

Hellenic Investors Association

Committees of Corporate Social Responsibility, Professional Ethics

Professional Chamber of Athens

British-Hellenic Chamber of Commerce

The Chartered Insurance Institute & the CILA (U.K.)

Representatives of Greek Insurance Companies Association

Hellenic Professional Insurance Association

Real Estates Brokers Athens Association

Association for Maritime Arbitration

Scientific Labor Safety Councils

Association of Chief Executive Officers (EASE)

LANGUAGES

Greek | Native

English | Proficient user

French | Proficient user

PROFESSIONAL EXPERIENCE

HEAD AND LEGAL REPRESENTATIVE AT NOVA INSURANCE

January 2022 – Today

SALES MANAGER AT NOVA REAL ESTATE GROUP

January 2022 – Today

REAL ESTATE & RENTAL EXPERT AT ENGEL & VÖLKERS, MMC GREECE

September 2018 - 2021

ENTREPRENEURSHIP & BUSINESS DEVELOPMENT CONSULTANT AT NJF BANQUETING

October 2015-June 2018

CEO AT SHIMA S.A. (SPECIAL RE-ENGINEERING PROJECT)

September 2012- February 2015

BOARD MEMBER AT KOSMOS S.A.

June 2008 - 2015

SENIOR BUSINESS ADVISOR & FOUNDER (RISK MANAGEMENT, BUSINESS TRANSFORMATION & RE-ENGINEERING) AT VAVILOUSAKIS & PARTNERS

(FREELANCE STATUS)

June 2004 – Today

BOARD MEMBER AT N.P.D.D. E.T.E.CH. SOCIAL SECURITY FUND OF POLICE OFFICERS

November 2007- September 2008

CHAIRMAN AT QUALITY S.A. (AS SHAREHOLDER)

December 2005- June 2008

BOARD CHAIRMAN AT T.A.N.P.Y. – N.P.D.D. (SOCIAL SECURITY FUND OF MARINE, SHIPPING & TRAVEL ENTERPRISES SECTOR) & HEAD OF THE THREE MINISTERIAL BOARDS (GOVERNMENTAL STAKEHOLDERS, DIRECTORS OF INSURANCE FUNDS & UNION REPRESENTATIVES)

June 2004- November 2007

SENIOR TECHNICAL ADVISOR & TECHNICAL MANAGER (UNDERWRITER) AT DYNAMIS S.A. GENERAL INSURANCE COMPANY - GENKA S.A. INSURANCE GROUP

November 1998-June 2004

SENIOR EXPERT – SURVEYOR & ADJUSTER AT S. MODIANO & CO LTD (BALKANS, HELLAS, TURKEY)/ J.J. BENZONANA CLAIMS AGENTS COMPANY FOR FRENCH & GERMAN MARINE INSURANCE MARKET

Syndicat Français de l'Assurance Maritime et Transports, CESAM, VHA, VBS authorized representatives

Represented on independent basis MARINE INSURANCE COMPANIES, TRANSPORT, FREIGHT- FORWARDING (T.P.L.), LOGISTICS, LIABILITY, C.A.R. – E.A.R. OF INTERNATIONAL (indicative companies: LUTZ, O. SCHUNK, ALBINGIA, RAS, AXA,) & GREEK MARKET (ETHNIKI AEGA, NORDSTERN COLONIA)

1993- October 1998

TRAINEE AT S. MODIANO & CO LTD

1992-1993

INDICATIVE TRAININGS – SEMINARS

Seminars & trainings of professional bodies of the Insurance Market and Technological Educational Institutes (T.E.I.) of domestic and foreign financial sector

Sales techniques, CRM, International relations, international trade

Commercial law, Intra-European Community law, Maritime Law, Labour Law, Insurance Law, Consumer Law, Property Law

Certification, quality management and technical support

Training in ISO & HACCP

Property Management, Real Estate Appraisal, Project Construction Supervision

Specialized Categories Claims management & recovery

Extended Warranties Insurance Policies Underwriting

Primary and secondary health insurance coverage of the foreign market

P & I Operation (U.S)