



Michael Stathakis

Executive Sales Specialist

Experienced and driven Sales Specialist with a proven track record of exceeding goals and increasing sales volume and company presence.

Results driven, with a niche for increasing revenue streams and developing long lasting and effective client relationships.

Very strong skills in Business Planning and Management, B2B and B2C Sales, Customer Relations and Project Management.

Always had a unique interest/passion for Sales, which is probably the main reason why I have always had success with it, no matter the industry I was working in.

Contact

Phone

0030 6936647278

Email

stathakismichael@gmail.com

Address

Athens, Greece

Education

2018-2023

Business Administration and Management

Athens University of Economics and Business

Expertise

- Critical Thinking & Problem Solving
- Ability to work under pressure
- Teamwork
- Computer & Software Experience
- Ability to Multitask
- Project Development & Management
- Decision Making

Language

English - Native

Greek - Native

Dutch - B1

Hobbies

Semi - Professional Basketball Athlete

Competed at a very high level since high school (playing for Panathinaikos' youth team and going around Europe to play in games/tournaments) and have kept it at a high level still, playing in the National Division B for the 2022-2023 season.

Experience

2017-2019

Freelance - Athens

Tutoring High School Students

Taught High School Students Math, Programming and English

2018 - 2023

Maison Estate - Athens

Real Estate Investment Consultant Associate

- Developed intuition and innovation.
- Helped to build and lead teams of problem-solvers and managers.
- Utilized diverse business processes and strategy development.
- Served as a facilitator for problem-solving and peaceful resolutions.
- Performed employee and team evaluations to identify opportunities for growth.
- Always handled sensitive information in a confidential and respectful manner.
- Brought forth an excellent track record of attendance and punctuality.

2022

Apple UK - Remote

Sales Support

- Utilized sales techniques and strategies to build customer relationships and close sales.
- Provided a mix of sales and customer support, making sure incoming leads, interested in Apple products, would get the right information to make the purchase the actually needed.
- Made sure, strong, long lasting relationships with customers were formed with every interaction possible, by giving them the product that best suited their needs, even if they were initially interested in a different, more expensive one.
- Handled and Resolved customer complaints with empathy and understanding, resulting in a much higher customer satisfaction rate.

2023

Avis Greece - Athens

Sales - Customer Support

- Handled day to day calls by and to customers, regarding already purchased products, new products and past purchases,
- Internalized complex and thorough company procedures on all levels and lengths, of a huge multinational company, so that the support and redirecting was immediate and seamless.
- Worked as part of multiple teams within the department but also the rest of the company, having to coordinate departments and company employees from all over the world to cater to customers' requests.
- Thrived in a high pressure, multitasking needing environment, handling all kinds of requests and being very creative on the spot in order to solve complex problems.