



## Konstantinos M. Bakas

Real Estate Mentor

Director

"Seeking challenges to lead and manage a team of employees or freelancers by developing strategies and policies that will help the organization achieve its goals and objectives in nationwide markets."

<http://www.bakas.eu>

 [info@bakas.eu](mailto:info@bakas.eu)

## Work Experience

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### **Commercial Director** **Oikies Real Estate**

May 2015 - Present  
Thesssaloniki Greece

Training new Real Estate Agents.  
Mentoring Real Estate Agents.  
Developing strategies in the challenging real estate market.  
Analysis of financial indicators and sales statistics.



### **Mentor Trainer & Facilitator** **ERA Turkiye**

October 2016 - January 2018  
Turkiye

Training new Real Estate Brokers creates profitable real estate offices.  
Mentoring Real Estate Brokers.



### **Sales Manager** **Prospect Trading Led Light**

January 2015 - March 2015  
Thesssaloniki Greece

Managing Sales.



### **Franchise Development Manager** **Polis Hammam**

November 2012 - February 2014  
Thesssaloniki Greece

Developing Franchise Sales Network.  
Managing sales.



### **Franchise Development Manager & SUPPORT** **Bee real estate Greece**

November 2011 - February 2014  
Thesssaloniki Greece

Training new Real Estate Brokers.  
Mentoring Real Estate Brokers.  
Training new Real Estate Agents.  
Mentoring Real Estate Agents.  
Developing strategies in the challenging real estate market.  
Analysis of financial indicators and sales statistics.



## **Development Manager**

### **RE/MAX Greece**

July 2005 - November 2012

Thesssaloniki Greece

Approaching candidate investors (telephone, door-to-door, meetings) .

Managing educational materials (translations, materials, subtitling) .

Operational control of corporate websites, information and proposals for improvement.

Monitoring the functioning of property offices.

Analysis of financial indicators and sales statistics.



## **Franchising Development Manager N. Greece**

### **SO EASY - WINNET**

October 2004 - June 2005

Thesssaloniki Greece

Search, selection and training of new staff (schools) in northern Greece (opening up and operation of 3 new schools).

Monitoring the schools' operations and supporting new staff.

Support actions aimed at increasing the schools' clientele.

Participation in the annual franchise exhibition (KEM) and promotion services for potential investors.

## **Skills**

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- Mentoring
- Improvement
- Developing Strategies
- Statistics
- Analysis Of Financial
- Operational Control
- Real Estate Market
- Real Estate

## **Languages**

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- Greek - Native
- English - Professional
- Russian - Basic

## **Education**

2003 - 2005

**Aristotle University of Thessaloniki, Greece**

**MSc in Management Information Systems**

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2001 - 2002

**University of Brunel West London,UK**

**MSc in Finance and Investment**

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1997 - 2001

**Aristotle University of Thessaloniki, Greece**

**BA in Finance**