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Age 48 - Greek nationality - Full driver's license

Personal Statement

My expertise and personal objective is to continuously create, promote and manage new innovative services and products that solve real problems to current or future digital energy and retail markets. Understand current applied technological research and use research outputs to solve real industrial challenges, over Technology Transfer and Design Thinking methodologies

Top Qualifications

- Digital Transformation and Strategy
 - Understand data and value from data Streams
 - Team leading, mentoring and fund raising
 - Artificial Intelligence/ML Strategy
 - Business & Product Development
 - Entrepreneurship & Startup methodologies
 - Intrapreneurship and investments
 - Corporate Innovation management
 - Presentations and public talks
 - Technology management
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Work Experience

MYTILINEOS SA, Avokado SA

Head of Technology and Digital Innovation, Intrapreneurship

5/2019 to present

Co-founder & CTO, Avokado

- Leading the brand-new Innovation and Applied Research division of
- Spin out of a new deeptech startup: Avokado for applied AI in Energy
- (Digital Transformation) using Intelen's acquired IP (M&A)
- Founder and lead of Protergia Innovation Labs (PIL), Protergia Alliance X and Protergia Academy
- PIL: Stretch applied research, AI and innovation to upper limits for MVPs, ideas testing, startups
- Full Digital Transformation, Corporate Innovation Strategy, Design Thinking, Sprints
- Data-driven Digital Strategy, Open Data, AI Strategy, Social Sciences, Behavioral Science, CX
- New Product development, New services, Digitization, 70/20/10 rule for Innovation management
- Innovation/R&D/Digital Strategy to transform Protergia into a data-driven Digital Service Provider
- New Revenue Streams, 360 Prosumer and Target model innovation, Clean Energy Package
- Full Platformization, Digital Ambient Intelligence, AI, ML, IoT, BlockChain
- Technology Transfer made right: global University and Research Centers Network
- Applied R&D and Disruptive/Incremental Innovation procedures for new products
- Cross-scientific Teams for MVPs and market problem solving
- IP creation and management (patents, internal Knowledge repository)
- Future Energy technologies, Smart Grids, Digital energy, Artificial Intelligence, Machine Learning
- Startups/ScaleUps partnerships and funding, connection with startup ecosystems (Hubs, CoE)
- New Business Development and advanced Special Projects
- Corporate Innovation Management (Open & Mixed Innovation), Hackathons, Datathons
- Convert Research outputs into innovative Products and Services
- Increase ROI, reduce OPEX, increase IRR, internal Innovation/Data Governance
- Internal organization and use of modern Digital Tools
- Various Talks and publications about energy, innovation and applied research

Intelen Inc (New York, London, Athens, Nicosia)**2/2011 to 5/2019****Co-founder, CEO and responsible for Product Innovation and Strategy**

- Co-founded Intelen as a continuation of my applied research (PhD) from NTUA
- Intelen M&A (IP) from MYTILINEOS Protergia
- Transformed applied research into a global successful scaleup deep tech company
- A direct link to my PhD (Intelen roots): <https://www.didaktorika.gr/eadd/handle/10442/26297>
- Executed all vertical pillars of energy business: MDM, AMR, AMI, IoT, Analytics, SaaS, Platforms
- Raised more than \$6M in seed, angel and VC funding, grew the company from 3 to 40 people
- Designed, built, marketed four (4) B2B main Energy ICT products for the utilities sector
- Talked in more than 50 conferences/exhibitions & events in Europe & USA, regarding Intelen
- Led the corporate marketing strategy (B2C and B2B techniques) in all products in USA, Europe
- Designed and promoted products and services based on modern techniques (data driven approach, behavioral science, lean startup model, Agile, Sprints, etc)
- Created more than 100 articles and papers/reports material for campaigns and expansion
- Made more than 60 presentations and public talks, regarding product, strategy and innovation
- Engaged with more than 40 client utilities in USA, Europe and Greece
- Offered managed services to utility-clients: marketing, customer engagement, consumer analytics, product optimization, campaign management, revenue optimization, marketplaces, AI
- Helped utility-clients to enhance their Digital Transformation, raise consumer awareness in energy verticals and related Data governance subjects
- Enhanced various utility client operations and customer procedures (utility bill redesign, accelerate bill payments, reduce churn, increase customer satisfaction, enhance marketing and sales procedures, create new revenue streams, market new added value products, etc)
- Attracted more than 1,2M Euros in European research funding for applied product development
- Awarded more than 10 global innovation awards, regarding Intelen products and service

Intellisolutions SA (Athens)**10/2006 to 7/2008****IT Governance and Services Manager/Consultant**

- Started as an IT Governance Consultant for commercial and Business Development projects
- Certified as an IT Governance Process consultant by Compuware
- Delivery and support services for big clients (Banks, Firms and Insurance companies)
- Responsible for Presales and Business Development activities (RFPs), setting up targeted IT-based proposals for big customers and responsible for Products and IT Solutions presentations to various potential customers and leads
- Expert in Service Strategies and Management, ITIL - CoBIT and ITG Procedures
- Training initiatives and seminars regarding IT Governance and Service management

European Dynamics SA (Athens)**10/2005 to 10/2006****IT Consultant / R&D Management**

- Started as a Consultant and PM in big commercial and R&D European projects of the EC
- Taking part in the project management of two big IT EU projects (SEI-BUD and eRMIONE)
- Major processes and projects strictly based on ISO specifications
- Knowledge of Quality Assurance based on ISO 9001 procedures and Balanced Scorecard method
- Extensive knowledge of COCOMO II method for effective project organization and optimal base - effort calculation
- Took part in the tendering procedure of EU research-based projects (IST - FP6 - PASR)

Medialab - National Technical University of Athens**9/2004 to 10/2010****Senior Researcher**

- PhD researcher in Energy data analytics, Data monetization techniques and energy ICT
- Various research projects in the domain of mathematical data analysis
- Proposals to EU research projects and managing various FP6 & FP7 projects
- Launch e-learning courses and various training programs to executives and companies
- Acquired skills: Data Mining, Knowledge Engineering, Reasoning, web-based Intelligence, Energy Data Mining and Fusion, Topology-based Decision, Energy ICT & Energy IS, Social Nets, Big Data, Analytics

University Studies

2020	HarvardX (Harvard University Online): tech Entrepreneurship, AI, Energy, Data Science
2011	Technical University of Athens: PhD in Electrical Engineering (KDD, analytics, BI, Maths)
2002	Ecole Polytechnique, Paris: class prepas, Engineering majors (Applied Mathematics & IT)
2001	London School of Economics, London: Marketing, Management & Entrepreneurship
2001	Imperial College, London: MSc & Diploma in Control systems (top 5%)
2000	Dundee University, Scotland: Electrical Engineering, 1st honors, Valedictorian

Various Skills

Certifications	IT Governance Process Consultant (Compuware USA) Digital Transformation Certificate in: Agile, AI, Data Analytics, Business Transformation, Design Thinking (OTE Group)
Product	Technology Transfer, Digital Transformation, product design, understand patents and IP, design product plans, talks, presentations, data-driven approach, Sprints, Design Thinking, UX. Ability to identify problems and map technical solutions or innovations to them. Understand customers and build personalized products and services, Incremental innovation
Technical	Understanding of current technologies (IT, Open Source, Big Data, Architectures, AI, Algorithmics, Analytics Techs, etc) and ability to communicate and manage DevOps and Engineers, Agile, SCRUM, Google Sprints,
Social skills	Mentor @ Startup-Bootcamp, NL, Founders Institute, US (top global 100 mentor) and MIT Innovation Initiative, TedX speaker, EU Reviewer Expert, Editorial Board in Frontiers (BlockChain sector)
Teaching	Lecturer @ Piraeus University (Entrepreneurship), Nicosia University (BlockChain), NTUA
Languages	English: near native speaker; French: near native speaker, Spanish: fair; Greek: native speaker;
Personal	Travelling, part-time University lectures, social media, networking, meeting friends, solving problems, teaching, father and family guy, spending time with my son on STEM (Robotics and Mathematics)

Selected Publications

- P. Makris, N. Efthymiopoulos, **V. Nikolopoulos**, A. Pomazanskyi, B. Irmscher, K. Stefanov, K. Pancheva, E. Varvarigos, "Digitization era for progressive electric utilities: A novel business model through an interdisciplinary S/W platform and open research challenges", IEEE Access Journal, vol. 6, pp. 22452-22463, April 2018, 10.1109/ACCESS.2018.2828323.
- **Nikolopoulos V.**, Mpardis G, Giannoukos I., Lykourantzou I., and Loumos V., "Web-based Decision Support System Methodology for Smart Provision of Adaptive Digital Energy Services over Cloud Technologies," IET Software Journal, Issue Date: Oct. 2011 Volume: 5 Issue:5 On page(s): 454 - 465
- Pazalos K., Loukis E., and **Nikolopoulos, V.**, "A structured methodology for assessing and improving e-services in digital cities," Telematics & Informatics Journal, Elsevier doi:10.1016/j.tele.2010.05.002.
- **Nikolopoulos V.** and Loumos V, "A Web-based Information System for Optimal Energy Sources Management through Ontologies and Hypercubic Clustering," Energy International conference, 2006
- **Nikolopoulos V.** and Loumos V., "Web-based energy information system for optimal bi-directional behavioural control of various energy customers using ADSL hypercubic clustering and internet services (emir system)," PSM Conference, 2007

- **Nikolopoulos V.** and Loumos V., "A Web-based system for optimal Energy Sources Management, through Ontologies and Semantic Clustering," Technical Chamber of Greece Research Conference, 2006
- Koumoutsos K., Kretsis A., Kokkinos P., Varvarigos E.A., **Nikolopoulos V.**, Gkioxi E., and Zafeiropoulos A., "Gathering and processing energy consumption data from public educational buildings over IPv6", page (s): 8, 2014 IEEE Transactions on Smart Grid
- Prodromos Makris, Nikolaos Efthymiopoulos, Dimitrios J. Vergados, Emmanouel Varvarigos, **Vassilis Nikolopoulos**, John Papagiannis, Andrew Pomazanskyi, Boris Irmscher, Krassen Stefanov, Katina Pancheva, Atanas Georgiev, SOCIALENERGY: A Gaming and Social Network Platform for Evolving Energy Markets' Operation and Educating Virtual Energy Communities, IEEE International Energy Conference (ENERGYCON), June 2018
- Gathering and processing energy consumption data from public educational buildings over IPv6, Kostas Koumoutsos, Aristotelis Kretsis, Panagiotis Kokkinos, Emmanouel A Varvarigos, **Vassilis Nikolopoulos**, Eirini Gkioxi & Anastatios Zafeiropoulos, Energy, Sustainability and Society volume 5, Article number: 24 (2015)
- Giannoukos I., Lykourantzou I., Mpardis G., **Nikolopoulos V.**, Loumos V., Kayafas E. (2010) An Adaptive Mechanism for Author-Reviewer Matching in Online Peer Assessment. In: Wallace M., Anagnostopoulos I.E., Mylonas P., Bielikova M. (eds) Semantics in Adaptive and Personalized Services. Studies in Computational Intelligence, vol 279. Springer, Berlin, Heidelberg
- Ioanna Lykourantzou, Ioannis Giannoukos, **Vassilis Nikolopoulos**, George Mpardis, Vassili Loumos, Dropout prediction in e-learning courses through the combination of machine learning techniques, Computers & Education, Volume 53, Issue 3, 2009, Pages 950-965, ISSN 0360-1315
- Lykourantzou, I., Giannoukos, I., Mpardis, G., **Nikolopoulos, V.** and Loumos, V. (2009), Early and dynamic student achievement prediction in e-learning courses using neural networks. J. Am. Soc. Inf. Sci., 60: 372-380. doi:10.1002/asi.20970
- I. Giannoukos, I. Lykourantzou, G. Mpardis, V. **Nikolopoulos, V.** Loumos and E. Kayafas, "An Intelligent Mechanism for Adaptive Peer User Modeling in Web-Based Environments," 2008 Third International Workshop on Semantic Media Adaptation and Personalization, Prague, 2008, pp. 177-182. doi: 10.1109/SMAP.2008.33
- Ioannis Giannoukos, Ioanna Lykourantzou, Giorgos Mpardis, **Vassilis Nikolopoulos**, Vassili Loumos, and Eleftherios Kayafas. 2008. Collaborative e-learning environments enhanced by wiki technologies. In Proceedings of the 1st international conference on Pervasive Technologies Related to Assistive Environments (PETRA '08), Fillia Makedon, Lynne Baillie, Grammati Pantziou, and Ilias Maglogiannis (Eds.). ACM, New York, NY, USA, Article 59, 5 pages. DOI: <https://doi.org/10.1145/1389586.1389657>