Maria Kokala

SUMMARY

A hardworking student with a strong work ethic and experience abroad. Successful at managing multiple priorities with a positive attitude and willingness to take on added responsibilities to meet team goals. Detailed-oriented and adaptable to change with a love for public speaking.

EDUCATION

9/2019-Present **ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS**
Department of Marketing and Communication

9/2022-2/2023 **PRAGUE UNIVERSITY OF ECONOMICS AND BUSINESS, VŠE**
Erasmus Exchange Program

- Data handling, descriptive and inductive statistics,
- World economy, economic crises, and structural reforms,
- Demand and supply planning, warehousing, procurement, distribution, and loading units
- Implementation of policies for environmental protection, instruments of state regulation in the field of environmental protection,
- Cross-cultural competencies and development, intercultural learning, training in intercultural communication and cooperation and
- Code usage in international business communications.

EXPERIENCE

7/2020-8/2020 **CONVERT GROUP**
CEO Intern

- Shadow of CEO and Deputy CEO
- Present in internal strategy and board meetings, investor negotiations, client pitching, and marketing campaign reviews
- Deliverable: A report of 10 things I would do differently as a CEO

9/2020 – 9/2022 **CONVERT GROUP**
Business Support Associate

- Supporting board-level & leadership-level preparation of material for internal and external use
- Supporting Go-To-Market strategy implementation with desk research
- Supporting fundraising efforts
- Owning and/or engaging in ad-hoc projects
- Supporting/ participating as a speaker in the Company's Annual Global ePharmacy Summit

PROJECTS

9/2015 – 6/2016 **JUNIOR ACHIEVEMENT GREECE**
Winner of Company of the Year Competition Greece 2016

- Our start-up Smileybin produces smart recycling bins with a built-in scale that calculates the weight of recyclables (paper, aluminum, glass) and rewards the user who recycles the most.

7/2016 **JUNIOR ACHIEVEMENT EUROPE**

- Winner of Met Life Signature Award
- Winner of the Leadership Award

11/2016 **AXA INSURANCE SWITZERLAND**

Innovation Camp

- Proposal to work on a project regarding the mobility problems of Swiss citizens. The project lasted three days from start to finish.

4/2017 **NN HELLAS**

Job Shadow Competition

- Being the Shadow of the Company's CEO for a day

10/2018 **JUNIOR ACHIEVEMENT GREECE**

- *Scholarship Grantee*

VOLUNTEERING

1/2020 – 12/2021 **WOMEN ON TOP**

Member of the Board of Advisors

9/2020 **UNITED NATIONS**

Participated in the Documentary TV series "Generation 17" on UN Sustainable Development Goals produced by elcproductions and spoke about target 5, gender equality.

CERTIFICATIONS

- Certificate of Proficiency in English
- Entrepreneurial Skills Pass
- Music Harmony Degree
- Black Belt Certification