

Christos Avgerinidis

Executive Level Risk & Security Manager

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Area of Expertise

C-Level Executive with solid organizational and leadership abilities in highly demanding international business environments. Highly experienced in Risk and Security Management, across all related business and operational functions, with hands-on experience in Strategic Planning and Business Development. Proven track record of leading teams, operational optimization and increased profitability results. Multiyear sound experience in managing special operations as Hellenic Navy officer, developing Problem Solving and Decision-Making skills. Easy communication in both English and Greek can easily cope with local as well as international working environments.

Skillset

Risk Management	Processes & Procedures
Strategic Planning	KPI Setting & Monitoring
Budgeting & Forecasting	Cost Saving
Financial Analysis	People Management
Business Development	Critical Thinking

PROFESSIONAL BUSINESS EXPERIENCE

Chief Operating Officer | DIAPLOUS GROUP, Greece

2018- Present | Direct report to the CEO | Management Team Member

- Design and Implementation of major business strategies, plans and procedures
- Development and Implementation of security processes and policies
- Financial, Informational and Physical risk management
- Establishment of policies and strategic goals monitoring
- Employee leading and managing performance
- Strategic Data & Metrics Interpretation
- Active Participation in strategic business development actions such as investments, acquisitions and business alliances
- Relationship Management with key vendors and partners
- Manage smooth intra – departmental operation and performance
- Expansion of existing operations and creation of new operating business

Key Business Achievements:

- *Growth Revenue Increase by 250%*
- *Gross Profit Increase from 4.1M to 12.5M*
- *Operating Cost Decrease by 25%*
- *EBITDA Increase by 200%*
- *Successful Leading Management and reassurance of Business Continuity and functions during Pandemic (2020 – 2021)*

Operations Manager | DIAPLOUS GROUP, Greece

2014 – 2018 | Direct report to CEO

- Operational effectiveness monitoring
- Security Escort Vessels' marine operations management in various high risk geographical areas.
- Operational management systems and processes improvement
- Group's processes support, ensuring legal compliance at all times
- Strategic and operational objectives' formulation
- Monitoring and evaluating financial data, budget development, forecasting and KPI's
- Ensuring high quality standards are met through frequent quality controls
- Customer Service Quality Improvement

Key Business Achievements:

- *Sales Unit Increase by 80%*
- *Successful Management and Coordination of 2 highly risky operations in Nigeria and Australia, total budget 20 billion dollars*

Training Manager | DIAPLOUS GROUP, Greece

2011 – 2014 | Direct report to CEO

- Development and implementation of security policies, protocols, and procedures
- Security Operations Budget control and cost monitoring
- Recruitment, training and supervision of security employees, officers and guards (over 500 employees)
- Planning and coordination of special security operations and emergency events
- Performing suitable investigation and corrective actions in cases of serious incidents and security breaches
- Management Reporting on security status, data analysis and corrective actions
- Enhancing Group's training procedures through up to date training supplies and materials
- Security Employees' Training needs analysis and Training annual implementation
- On boarding and on -the – job trainer

Key Business Achievements:

- *Group's Brand Name Development at a global level as the leader in Maritime Security*
- *Sales Growth Increase by 50%*

PROFESSIONAL EXPERIENCE AT HELLENIC NAVY

Adjutant, naval fleet Headquarters & special forces advisor | Hellenic Navy

2009 - 2010

- Fleet Headquarters' Personnel Administration: assignments, transfers, promotions, performance reviews and personnel files and data administration
- Security Operations Accounts' monitoring and controlling
- Ensuring smooth coordination of activities and operations in collaboration with various departmental officers
- Ensuring implementation of policies and directives

Commander, Hellenic warship | Hellenic Navy

2008 – 2009

- General operation, Management, Safety, as well as its personnel and onboard equipment.
- Ensuring successful execution of designated duties such as anti-submarine warfare and air defense, maritime security, humanitarian relief
- Staff Leadership and Motivation (total number of employees :70)

Director of education, Hellenic navy seals training | Hellenic Navy

2005 – 2007

- Management, Development and Implementation of education and training programs for Seal personnel
- Creation and updating of training curricula according to skills' standards required by Navy Seals, such as combat tactics, navigation, weapons handling, and medical training.
- Effectiveness Evaluation performance of training programs.
- Management of training team (instructors, trainers, supporting staff - total number of employees: 750)
- Designing specialized training for small boat handling, diving physics, basic open/closed circuit scuba, land warfare, weapons, demolitions, communications, and hydrographic reconnaissance.

Navigation officer | Hellenic Navy

1997 – 2004

- Navigation Planning and Implementation ensuring adherence to maritime regulations, international laws, and naval procedures
- Conducting training exercises for the navigation team.

Team leader, underwater demolition team | Hellenic Navy

1996 -2003

- Planning and execution of complex underwater missions, following special mission objectives, reconnaissance, target identification, and operational security
- Risk Assessment and Mitigation
- Emergency response management and effective action implementation ensuring safety and risk mitigation
- Overseeing the training and development of team members.

Trainer, underwater demolition schools | Hellenic Navy

2001 – 2003:

- Training curricula development including training modules and materials for various underwater training programs.
- Performing training exercises in controlled aquatic environments.
- Implementation and Reinforcement of safety protocols

Other Skills

Languages

Greek | native speaker

English | level: B2

French | level: A2

Computer Literacy

Microsoft Office Suite (Word, Excel, Outlook, PowerPoint)

Google Suite (Gmail, G-meet, Google Calendar)

Education & Credentials

Formal education

- Hellenic Naval Academy, Greece (1989 – 1993) / Hellenic Navy Officer
- Hellenic Special Forces / Navy Seals – Hellenic navy (1995)

Professional Courses and Certificates

- Various Alpha Marine Seminars (2011 - 2023)
- ISM Code awareness & implementation
- ISPS Code / CSO role MLC (2006)
- Integrated Marine Auditor (2022)

Military Service-related Courses

- Various Military service seminars (1995 – 2002)
- US Special operations combat medic course (18d) – USA (2001 / 2002)
- Hellenic Navy Staff Officers' course, Hellenic Navy (2001)
- Explosive ordnance disposal course, Hellenic armed special forces - USA (1999)
- International Long Range Patrol Schools (ILRPS), Hellenic armed special forces – Germany (1997)
- Navy navigational course – Hellenic Navy (1996)
- Hellenic Airborne course – Hellenic armed special forces (1996)