

**Yiannos PANTAZIS**

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**EDUCATION**

1987-1989 **HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION**  
 Master in Business Administration degree, June 1989. General Management curriculum with emphasis on Marketing and Finance.

1983-1987 **CORNELL UNIVERSITY** **ITHACA, N.Y.**  
 Awarded Bachelor of Science degree in Hotel Administration with distinction. Elected to Phi Kappa Phi, National Honour Society. Selected Dean's List scholar for all semesters and member of the Hotel School Honour Society.

**EXPERIENCE**

Noc 2010- today **LEPTOS CALYPSO PUBLIC LTD** **PAPHOS, CYPRUS**  
 Group General Manager and Board Member  
 Responsible for the whole operation of the company traded in the Cyprus Stock Exchange. Assets in excess of 350mm. Managed a significant increase of the gross operating profit of the hotels ie from Euros 1mm to 5mm. In charge of operations, marketing and strategy.

Feb 2005- Nov 2010 **D.H. CYPROTELS PUBLIC LTD** **LIMASSOL, CYPRUS**  
**Managing Director**  
 Responsible for the management of a Hotel/Real Estate company traded in the Cyprus stock exchange with assets higher than USD 200 mm. In charge of strategy, marketing operations and development.

July 2004- Feb 2005 **LOUIS PUBLIC COMPANY** **NICOSIA, CYPRUS**  
**Group Development Manager**  
 In charge of all the development activities of Louis Public company including its hotel and cruising division. The group operates 26 hotels in Cyprus and Greece and 10 cruise vessels around the world. In charge of potential strategic cooperations and potential asset restructuring of the group.

May 2001-Feb 2004 **ROYAL OLYMPIC CRUISES** **PIRAEUS, GREECE**  
**Chief Executive Officer**

Responsible for one of the leading cruise companies in the Mediterranean quoted at Nasdaq stock exchange. The company had in operation ten ships with annual revenues over USD 150mm, offices in Europe and the United States and employed more than 5000 people (shore employees and crew). Guided the company through difficult times after the September 11<sup>th</sup> events and the War in Iraq, proceeded to a major restructuring and implemented new marketing strategies. Negotiated and took delivery of the two new buildings of the company of a total investment of USD 320mm.

- Nov.2000-May 2001 **LOUIS CRUISE LINES** **NICOSIA, CYPRUS**  
**Managing Director Louis Ship Management, Louis Cruise Center, Louis Duty Free.**  
Responsible for all the shipping activities of Louis Cruise Lines.  
Transferred within the group to Royal Olympic Cruises in Piraeus, Greece, after the request of the Board of Royal Olympic Cruises of which the Louis Group is a 25% shareholder
- May 2000-Nov.2000 **LOUIS HOTELS** **NICOSIA, CYPRUS**  
**General Manager Development Louis Hotels and Catering**  
Negotiated and finalized the purchase of Louis Hotels in Cefallonia and Kos. Served as the secretary general of PASYKSE, the association of hotel owners in Cyprus.
- Sep.1997-Apr.2000 **AMATHUS GROUP** **LIMASSOL, CYPRUS**  
**Chief Executive Officer**  
Responsible for the whole Amathus group including two 5 stars hotels (The leading hotels of the world), one 4 star plus hotel in Rhodes, the Aviation division, Shipping division, Tourism division and Tour Operating company in the U.K. Directed a team of approximately 1200 people.  
Supervised and orchestrated the strategy of the group, undertaken a major change in the structure of the company focusing on cost efficiency and customer driven philosophy and took on a leading role in expanding the company. Initiated, supervised and implemented, on behalf of the company the purchase of the hotel in Rhodes in the year 2000.
- Sep.1994-Sep.1997 **AMATHUS AVIATION DIVISION** **NICOSIA, CYPRUS**  
**General Manager**  
Responsible for a division involved in the aviation business being General Sales Agent for Olympic Airways, Emirates, Air France, Air 2000, SAS, Air Mauritius, Air Lingus and LTU. Activities of the division included ticket sales, cargo sales, aircraft handling services and outgoing tour operation. Directed a team of 150-200 people (depending on the season), with offices in all cities of Cyprus and two airports. Responsible for strategic planning of the division, union relations, contact with the principals and all other day to day management issues.  
Managed to turnaround the division, from a money losing unit(US \$200000) the division was earning US\$ 1MM after a period of three years.
- Feb.1992-Sep.1994 **MERIDIEN MIDDLE EAST** **ABU DHABI,U.A.E.**  
**Vice-President Sales, Marketing and Development**

Responsible for a Total yearly revenue of approximately US\$ 120MM of ten operations in the Middle East. Supervised the Marketing and Sales department of these hotels. Directed the Marketing and Sales directors on strategic issues such as pricing, market segmentation, positioning, advertising and promotion. Assisted hotels in defining specific objectives and action plans. Ensured that the marketing policies of the Meridien chain were properly followed and implemented. Participated regularly in international trade shows promoting the Meridien hotels in the Middle East. Negotiated and finalized the deal for a Meridien hotel in Hurghada Egypt.

July 1989-Feb. 1992

**MERIDIEN S.A.**

**PARIS,FRANCE**

**Regional Vice-President Development**

Project leader for the purchase of the Meridien hotel in Barcelona, Spain. Negotiated with seller the sale and purchase agreement. Supervised the real estate and market studies. Coordinated lawyers in Spain, France and Netherlands. Negotiated with bankers the loan agreements and with partners the shareholder agreement. Worked closely with one of the largest accounting firms on tax matters and financial structures. Performed legal and financial due diligence. Worked in the international arenas thus gaining extensive knowledge of real estates and hotel markets world wide.

Summer 1998 **DIVI RESORTS**

**ITHACA, N.Y.**

**Assistant to the Vice-President of Marketing**

Developed corporation's first marketing plan. Recommended action plans based on product, customer, competition and market analysis.

Summer 1987

**CYPRUS AIRWAIS INC.**

**NICOSIA,CYPRUS**

**Assistant to the Catering Director**

Developed and implemented a new costing system for the catering department. Advised management on the choice of airline menus and kitchen organization.

Summer 1985

**TRUSTHOUSE FORTE**

**TULSA,OKLAHOMA**

**Assistant restaurant Manager**

Managed a 400-seat restaurant and supervised 60 employees. Developed a food and beverage control study which resulted in substantial savings for Food and Beverage department.

1981-1983

**CYPRUS ARMY**

**NICOSIA,CYPRUS**

**Assistant to the Director of Finance**

Performed internal auditing for 50 military camps. Developed and implemented schedules for auditing the camps. Participated in teams responsible for evaluation and execution of capital expenditures. Recommended funding alternatives based on cost-benefit analysis.

**PERSONAL**

Grew-up in Nicosia, Cyprus. Fluent in Greek, English and French. Active in a variety of sports including tennis, soccer and basketball. Extensive travelling and knowledge of international markets.

- Member of the Board of PASYKSE ( Cypriot Hotel Association)
- Member of Board of Directors and the Executive Committee of OEB (Cyprus Employers & Industrialist Federation)

- Member of the board of APOEL and in the finance committee (soccer team in Cyprus reaching last year the quarter finals of Champion League)
- Shadow minister of Tourism with the conservative party (dysi)