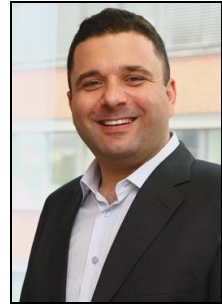


CURRICULUM VITAE

Achilles Georgiu

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SKILLS

- proactive consultative services sales approach with clear understanding of value added services
- IT Service Management Expert with more than 13 years of experience from the field
- knowledge of IT management and control frameworks (ITIL, CoBit, Six Sigma, ISO 20000)
- more than 10 years experience in people management and customer relationship maintenance
- sensitivity in human motivation, team building and human performance management
- experience in developing and facilitating professional courses and workshops with diverse groups
- clear understanding of leadership, organisation development and people maturity models (P-CMM)

PROFESSIONAL CAREER

2010- TO DATE International Business Machines, Hungary

2010 august - TO DATE Services Sales Representative / Senior Consultant



- I am a member of the Integrated Technology Services (ITS) team offering a great variety of IT services to our clients such as ITSM consulting, managed services, cloud, business continuity, Data Center and IT strategy solutions. I am responsible to exploit the business opportunities at large accounts and to develop innovative service solutions for Small and Medium business.

2007 – 2010 Sun Microsystems, Hungary

2007 July - 2010 July Professional Services Sales / Senior Consultant



- The PS Sales role required elements of both technical and business skills. My scope of duties was holistic, covering cross practice cross industry activities by assisting in the development of services solutions like ITSM consultancy, DC efficiency and managed services.
- I was a member of a virtual team, which was responsible for developing Sun Microsystems's Operations Management Capabilities Model (OMCM). The model was a comprehensive, continuous improvement methodology for IT management.

1997 – 2007 FlexiTon Kft, Hungary



- FlexiTon's mission is to significantly enhance the network management efficiency of telecom operators and provide them a turnkey modular solution to enable the management of every asset on any telecom network through a powerful graphical interface.

2000 - 2007 Customer Services Manager

- I was managing the Customer Services department of the company by leading a team of 12 support engineers and 10 test engineers. Apart from the standard 2nd and 3rd line support the team was also covering areas like application testing, project administration, system training and user documentation. My responsibility apart of the team management was to workout, regulate and function all of these activities and to manage customer relationship.

1997 – 2000 Application Developer

- I started at the company as a software developer.

ACADEMIC CAREER

2009 - TO DATE Adjunct lecturer of IT Management course at MBA program and IT Service Management course under the MSc in IT Management program at Central European University Business School in Budapest, Hungary (CEU)



2007 - TO DATE Adjunct lecturer of Leadership course at CEU Business School in Budapest, MBA level presenting the “*The Absorption Model of Leadership (AMoL)*”

COURSES, CERTIFICATIONS

2012	Business and Industry Insight Program (London Business School) – <i>mini MBA</i>
2010	Global Sales School (IBM) - <i>Top of the Class, graduated with distinction</i>
2010	ISO 20000 Consultant and Internal Auditor (HP)
2008	ITIL v3 Manager's bridge (HP) - <i>ITIL Expert</i>
2006	ITIL Manager (HP) - <i>Service Support (68%) and Service Delivery (54%)</i>
2006	ITIL Foundation (IQJB) – <i>Certification</i>



EDUCATION

2003 – 2005	Corvinus University of Budapest, School of Management M.Sc. in Informatics Management
1997 – 1999	Eötvös Loránd University, Faculty of Natural Science Budapest. (English track) M.Sc. in Computer Science (programming analyser)
1993 – 1997	Eötvös Loránd University, Faculty of Natural Science Budapest. (English track) B.Sc. in Computer Science (programmer mathematician)

PUBLICATIONS (REFEREED JOURNAL ARTICLES)

2011	Buzády, Z. and Georgiu, A. “ <i>Muddling through a crisis or rather how to motivate efficiently</i> ” (translated title) “ <i>Majdszak lesz valahogy... Motiválni tudni kell!</i> ” (Hungarian title). Harvard Business Review, Budapest, Hungary, Volume 2011, Issue July-August.	
2011	Buzády, Z. and Georgiu, A. “ <i>Riding the Waves of the Motivation Cycle: The Absorption Model of Leadership</i> ” OD Practitioner, The Journal of the Organization Development Network USA, Volume 42, Issue 5.	
2009 -	(PERIODIC) Article publications in the weekly paper business about IT Management.	
2007	Publication in the Budapest Management Review - <i>Vezetéstudomány</i> (leading Hungarian Management journal) “ <i>Absorption Model - Employee's characteristic absorption curve</i> ”	

CONFERENCE PROCEEDINGS

2010	<i>Riding the waves of the motivational life-cycle</i> . Refereed presentation at: 1st Organization Developers' World Summit, Budapest, Hungary, August 21-29
2009	<i>Renaissance of Management Theories – Roots of the Absorption Model of Leadership</i> . 9th European Academy of Management Conference, Liverpool, May
2008	<i>The Absorption Model of Leadership</i> . Proceedings of the International Conference on New Trends and Tendencies in the Human Resource Management, Pécs-Hungary, June
2008	<i>A New Model of Leadership</i> . 8th Proceedings of the European Academy of Management Conference, Ljubljana, May
2008	<i>Leading People Directly – The Absorption Model</i> . Proceedings of the European Group for Organization Studies (EGOS), Annual Conference, Amsterdam, July

LANGUAGES

- **Hungarian** fluent, native language
- **Greek** fluent, second native language (high-school graduation)
- **English** fluent, daily working language - First Certificate in English (Cambridge)



SPORT AND HOBBY

- **Basketball** I used to play in Greek amateur league and I still do active sports
- **Cook** I like spending a part of my spare time in the kitchen

PERSONAL DATA

Name:	Mr. Achilles Georgiu	Date of birth:	21.01.1975, Budapest
Nationality:	Hungarian, Greek	Marital status:	Married, 2 children
Smoke:	Not smoking	Driving License:	B-category
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Georgiu Achilles