



Meletis “Mike” Vassiliou

Education

1980 B.Sc. Business Administration,
minor Management -Psychology
American College of Greece DEERE –
Athens, Greece

1979 S.C. Small Business Management Lander University Greenwood, S.C.

1976 Diploma American Community Schools High School, Athens Greece

Ktimatiki International

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Professional Experience

KTIMATIKI International Ltd. Co. 2016-Present

Director/Owner

Coordination of all business activities to corporate clients for valuation, property marketing and representation. Negotiation for acquisition and mergers of hospitality, industrial, and investment products.

- * Consulting international clients in entering the Hellenic market for various real estate related projects for acquisition, joint developments, and obtaining real estate from various private, institutional and government organizations.
- * Negotiate sales of large investment properties including industrial, office, hotels, and commercial-hospitality-development projects.
- * Inspect and appraise various property types for either direct sale or acquisition.
- * Have International assignments in Europe for disposal of hotels. Many assignments in Greece for hospitality related products and investment consulting.

Global Real Estate Summit December 2017

President

Responsible to organize the Global Summit in Athens Greece which was composed of three congresses in one. Hosted 300 real estate professionals from more than 30 countries.

Corfac Hellas Ltd. 2015-2016

Managing Director/Partner

Coordination of all business activities to corporate clients for valuation, property marketing and representation. Negotiation for purchasing and disposing of property. All management activities.

- * Property promotion procedures including commercial, industrial, investment and hospitality properties to local international clientele.
- * Overlooking all international and domestic networking procedures, office set up and organization of web page advertising of properties marketed and promoted in all market categories.
- * Screened and assigned brokers on various projects internally, assigned projects to outsourced groups by assessment. Inspected and conducted property appraisals prior assignment and took part of oversight committees for consultation and decision making.
- * Negotiated direct sales of large investment properties including industrial, office, hotels, and commercial-hospitality development projects.
- * Initiated international representation of CORFAC in Greece and administrated all activities required on an international scale by personal contacts and standing.

Corfac Ktimatiki International S.A. 2011-2015

Director/Partner

Owner representation, consulting services for institutional and multinational clients, corporate relocation, hospitality and investments.

- * Marketing and transaction promotion coordinate services for the sale of diversified portfolios in Greece and Germany both for investment and hospitality.

- * Directing legal, administrative, organizational, and financial operation. Developing and directing implementation of strategic marketing and promotion for sale of properties. Overseeing and approving large scale direct marketing and promotional tools in specific markets and sectors.

- * Coordination with International real estate affiliates of CORFAC International for strategy, planning and international promotion and market reports. Sourcing of investment opportunities, due diligence, and property analysis.

- * Supervision of valuation reports, tender submission, and RFPs for government, multinational and private sector clients. Negotiation and review of assignment mandates for final approval.

Olympos-Eptapolis S.A. 2008-2016

Strategic Real Estate Consultant-Volunteer

Responsible for the initial contact of acquiring land for a humanitarian project in various provinces in Greece. Researching zoning regulations, agricultural and industrial restrictions for a project covering a development of 1,000 hectares in Viotia, Greece.

NAIGlobal Ktimatiki LTD 2006-2011

Business Director/ Owner

Coordination of all business activities to corporate clients for valuation, property marketing and representation. Negotiation for purchasing and disposing of property.

- * Supervision of valuation reports, property promotion procedures including commercial, industrial, investment and hospitality properties to international clientele.

- * Overlooking all international and domestic networking procedures and country forecasts distributed by NAIGlobal. Promotion of Greek properties through major exhibitions such as MIPIM and ExpoReal.

- * Controlled brokers, appraisers and organized team for tenders and RFPs including drafting of selected outsourced professionals. Conducted property appraisal oversight for submitting appraisals to banks and financial institutions. Consulted international and Greek banks on the market and properties.

- * Negotiated direct sales of large investment properties including industrial, office, hotels, and commercial-hospitality development projects.

FIABCI World Congress 62 2004-2005

President

Responsible to organise the World Congress which took place in Athens Greece 2005 which hosted 1300 real estate professionals from more than 55 countries.

- * Proposing speakers, venue, hotels, program and overall responsibility was administered. Negotiation for Hotel accommodation, venue, social and cultural programs, F/B and case studies for specialists inspections. Supervised professional congress organizer and team members.

- * Promotion of World Congress through presentations in various countries. Examined and approved advertising materials both visual and hard copies. Negotiated and succeeded in obtaining sponsorship remuneration packages from government authorities, Ministries, banks and multinational corporations.

- * Organized material, financial forecast and presentations to compete in bid for the congress. Promoted Greece and real estate through networking and Federation support as a board member and conference committee president.

Contemporary Ktimatiki Real Estate & Development LTD 1991-2006

Managing Director

Consulting International clientele on acquisition, disposal and appraisal values of properties throughout Greece. Due diligence on purchase/sale transactions evaluation and appraisal work. Acquisition and disposal of real estate.

- * Services included primary acquisition, disposition of commercial, industrial and investment opportunities. Negotiating transactions and coordinating legal and tax consulting requirements.

- * Relocation reports, location analysis and market research for pricing and real estate value fluctuations. Owner representation for sale and closing negotiations including title control and tax debating issues.

* Investor auction representative and inspector. Conducted expert appraisal inspections for value, location, zoning, use, and development strategy. Created investor pools for acquisition of property with high cap rates. Internal and external marketing of real estate advisory services.

* Managed and assigned assignments to brokers, inspectors, and approved advertising budgets and media selection.

Zachos- Vassiliou Real Estate Agency 1982-1991

Partner/Broker

Conducted full Service Real estate activities including inspection, listing, promotion of residential and commercial real estate.

* Specialized in high end residential property in the Greece. Properties covered luxury residences in Attica suburbs, but also in holiday residences.

* Sales and letting of commercial property in CBD and throughout Greece. Preparation of materials for promotion of residential properties.

Scan International Marketing 1981

Consultant

Responsible for the promotion of Danish products in Greece. Later was assigned market research reports for various sectors of the Greek market in order for Scandinavian companies to infiltrate the Greek market.

Gemini Hotel Corfu Greece 1980

Assistant Manager

Assistant live-in manager of a 4 Star hotel in Corfu Greece. Responsibilities covered the entire scale of the hotel operation. Receiving and registering clients, bookkeeping, payroll, premises inspection, HR management and allocation. Responsible to the authorities for the hotel operation. Negotiating contracts with tour operators.

Professional Affiliations & Designations received

MRICS - Royal Institution of Chartered Surveyors REG. No.5808128

SIOR - Society of Industrial and Office Realtors 2012

EEE-Chamber of Professionals 1987

SCV- Senior Certified Valuer International Real Estate Institute 2002

OMASE Pan-Hellenic Federation of Real Estate Agents (Vice President) F 3Yrs

OBEEA- Federation of Industrialists and Merchants of Athens (Board Member) F 3Yrs

GESEVEE Confederation of Industrialists and Merchants in Greece (representative) F 3Yrs

NAREA- RPM National Association of Real Estate Appraisers 1998

FIABCI - International Real Estate Federation

ELIE – Hellenic Valuation Institute

International Real Estate Federation Designations & Awards

President FIABCI Greece since 2006-2018

FIABCI (Board member) F 3 Yrs

NGO-United Nations FIABCI Delegate ECOSOC 2008- 2109

President-2005 World FIABCI Congress Athens, Greece

Gold Medal- Real Estate FIABCI Award 2005

Gold Phoenix Medal- FIABCI Russia Real Estate Brotherhood 2010

Cyprus Cross - FIABCI Cyprus Brotherhood 2010

Judge -Prix d Excellence International Property awards 2009-present

President- Global Real Estate Summit Athens 2017

Plaque- FIABCI Appreciation of Services to the Real Estate Industry 2017

Gold Medal- International Real Estate Federation Norway 2020

Ktimatiki Press:

Los Angeles Times | eKathimerini | Bloomberg | The Economic Times | Fox Business | Business Wire | Eretria News | Star Greece