

# Stelios Koukouvios

Areas of interest:  
Information Technology, Digital Solutions, AI  
Maritime, Sales Operations, Risk Assessment  
Business Development, Strategy&Growth

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## Sales Manager EMEA - Maritime Professional

*Chief Officer unlimited, Marine Transportation ( BSc )*

A resourceful and diligent maritime professional with 8 years of vessel operations experience gained onboard tankers and LNG vessels, combined with proven success in the field of maritime digital solutions sales, strategy, and growth. I have a keen interest in continuous development and have received advanced training in the areas of computer science, maritime operations, and sales. I am flexible and willing to travel, with the ability to work effectively in multinational workgroups. My experience includes managing extended teams in vessel safety, implementing prevention measures, responding to emergencies, and safeguarding ship-owner property to ensure compliance with international maritime laws and regulations.

### Skills

<i>Risk Management &amp; Assessment</i>	<i>Information Technology knowledge</i>	<i>Ability to Cope Well with Change</i>
<i>Emergency &amp; Crisis Management</i>	<i>Experience in Maritime Operations</i>	<i>Effective under Adverse Conditions</i>
<i>ISPS Code&amp; Safety Procedures</i>	<i>Excellent understanding of SaaS</i>	<i>Develop External Relations</i>
<i>Conduct Ship Inspections &amp; Surveys</i>	<i>Product type sales circle</i>	<i>Manage Multicultural Teams</i>

### Professional Experience

**Nautilus Labs.** *Maritime Transportation Decarbonization* · EMEA region - **08/2022 – Present**

Position : **Sales Manager**

- I have collaborated with prominent maritime organizations, ship-owners, and charterers to effectively diminish their carbon emissions by leveraging the capabilities of machine learning and artificial intelligence in optimizing their operational, technical, and commercial aspects.
- In my role as a Manager, I have successfully overseen the EMEA region, orchestrating its growth and fostering new avenues for business development.
- Situated in Athens, I have served as a local representative, proactively expanding our reach to engage with Greek shipping companies.

**ORIANI.** *Maritime Digital Transformation/ IT Services* · Athens,GR - **07/2021 – 08/2022**

Position : **Account Director**

- Acting as Account Director in a Maritime Digital Transformation startup, participating on the full sales cycle for maritime digital solutions, leading a group of sales representatives and maintaining an active pipeline for 14 digital solutions.
- I have actively engaged in partnership agreements that have facilitated the seamless integration of digital solutions, ultimately leading to strategic business growth.

**Maran Gas Management Inc.** *ShipManagement (LNG Carriers)* - **02/2021 – 06/2021**

Position: **Chief Officer**

**Direct Reports: 28 Crew Members**

**Minerva Marine Inc.** *ShipManagement (Crude & Oil Carriers)* - **03/2012 – 03/2019**

Position: **Safety & Navigation Officer**

**Direct Reports: 26 Crew Members**

M/T: MINERVA ARIES (MMSI: 229093000)·MINERVA HELEN (MMSI: 240147000)·MINERVA KALYPSO (MMSI: 241502000)

- Coordinated bridge procedures during all vessel activities including mooring/undocking.
- Identified potential problems or hazards along the voyage route; determined and monitored the position of the vessel in cold water during ice navigation.

- Actively participated in security and safety drills, exercises and Safety Committee Meetings to prevent near misses and assessed performance and state of readiness of the crew.
- Prepared vessel for vetting and internal inspections and liaised with Port State Controls and Class Surveys.

Previously: **Apprentice** (03/2012 – 03/2014)

MT: MINERVA ELEONORA (03/2012 – 10/2012)·MINERVA MARINA (07/2013 – 03/2014)

**Hellenic Navy: Hellenic Navy Hydrographic Service(HNHS)**· Athens,GR **09/2017 – 10/2018**  
**Commanding Officer** (Mandatory Military Service)

**Direct Reports: 30Crew Members**

- Performed as the Officer of Watch (OOW) providing coastal navigation during port approach and assistance during Marine surveys with a highlight the discovery of a WW2 submarine that led to an award from the Commander of Hellenic Navy.

## Education

<b>Bachelor of Science in Computer Science</b> ( <i>In Progress</i> ) Hellenic Open University	<i>commenced:2021</i>
<b>Captain Class B' Diploma</b> Hellenic Coast Guard Center of Further Education for Seafarers (KESEN)	<i>awarded: 2019</i>
<b>Bachelor of Science in marine transportation</b> ( <i>Cert. No. 2609</i> ) Hellenic Merchant Marine Academy of Aspropyrgos for Marine Deck Officers	<i>awarded: 2015</i>
<b>Captain Class C' Diploma</b> ( <i>Cert. No. 0094873</i> ) Hellenic Merchant Marine Academy of Aspropyrgos for Marine Deck Officers	<i>awarded: 2015</i>
<b>Secondary Education Diploma</b> 5 <sup>th</sup> High School of Nikea:	<i>awarded: 2011</i>

### Certifications& Special Marine Training in Compliance with STCW

Hellenic Coast Guard Center of Further Education for Seafarers (KESEN):

- Seafarer Certificate under the Provision of the International Convention S.T.C.W 1978 (Manila 2010) (*Cert. No. 31981*)  
10/06/2019
- Operational Use of Electronic Chart Display and Information Systems (ECDIS) (S.B.N. 53658AA) *29/09/2015*

Hellenic Ministry of Shipping, Maritime Affairs & the Aegean:

- Deck Officer on tankers irrespective of tonnage / Advanced Training for Oil Tankers (*Cert. No. 59941*) *24/09/2015*

Cosmos Nautical Training Center:

- B.T.M./Bridge Simulator (*Attestation No. 047769*) *15/07/2016*
- Equipment Specific Training (Product: TransasNavi Sailor 4000) (*2015-GR-C.N.T.C.-NS4-0195*) *02/09 - 03/09/2015*
- Bridge Resource and Bridge Team Management (IMO Model Course)(*Cert. No. 038151*) *03/09/2015*

Marine Training and Safety Consultants Ltd.:

- Advanced Fire Fighting (Section A – VI/3) (*Cert. No. FBS 19603*) *10/06/2016*

Hellenic Ministry of Shipping, Maritime Affairs & the Aegean (National School of Life Saving and Fire Fighting Appliances of Aspropyrgos):

- Ship Security Officer(*Cert. No. 0012541*) *25/09/2015*
- Life Saving & Fire Fighting Certificate (*Cert. No. 88648*) *18/11/2014*

## Additional Information

Professional Licenses	Skipper's License(2014-present) - Driving License(2013-present)
Languages	Greek: Fluent ( <i>native speaker</i> )·English: Excellent( <i>CPE</i> )·Spanish: Very Good
Computer Skills	MS Office (ECDL) ·Google Suite ·Notion ·JIRA ·Lattice ·Slack Other: DANAOS· AMOS· CRM (SalesForce, Hubspot) · SAP· Python· C/C++ · Canva
Interests	Computer Programming · Gym· Photography & Video Editing · Hiking· Travelling