

# EFTHYMIA AGATHOCLEOUS

## SUMMARY

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Results-oriented professional with diverse global experience in financial services, programme management and deal execution. Strong record in mergers and acquisitions, strategy definition and implementation, financial advisory and relationship management. Analytical multilateral thinking, problem solving, interpersonal skills. University of Cambridge, BA in Mathematics | LSE, MSc in Operational Research | CFA qualification

## WORK EXPERIENCE

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- SEPT 2016-  
TODAY  
(CYPRUS)**      **M&A TRANSACTIONS, ASTROBANK PUBLIC CO LTD**  
Managing various M&A transactions, related with the sale of selected non-core assets, international subsidiaries, sector spin-off and restructuring of Piraeus Bank Group. Engaged in all aspects of each transaction, from sale strategy formulation, transaction structure, selection of prospective investors, target company and transaction documents preparation, due diligence facilitation, management presentations to commercial and legal negotiations and pre-completion conduct. Assets under sale, spanning a number of business sectors (banking, financial institutions, automotive, road infrastructure and health) enabling a broad industry understanding as well as micro company structure and operations.
- FEB 2013-  
AUG 2016  
(EGYPT)**      **DEPUTY DIRECTOR, BANK RESTRUCTURING, PIRAEUS BANK EGYPT**  
Selected by Piraeus Bank Group to join the CEO on an expatriate assignment with the mandate to restructure the Egyptian subsidiary and transform it into a profitable and sustainable business, following a long period of company upheaval. Led the action plan implementation in the bank cross-functionally, from resolving fundamental problems, streamlining processes, identifying high-impact opportunities to improve performance as well structural changes to stop loss, to assets and clientele basis growth and loan quality management.
- JULY 2008 -  
JAN 2013  
(CYPRUS)**      **CHAIRMAN OFFICE, PIRAEUS BANK CYPRUS**  
Providing recommendations to senior management team, working closely with CEO to address diverse issues; assess feasibility of strategic proposals; lead the execution of strategic initiatives. Joined the bank at its inception and was highly involved in the business units setup.
- JAN -JUNE  
2008  
(CYPRUS)**      **ASSISTANT FUND MANAGER, PIRAEUS BANK CYPRUS**  
Developed a range of financial and technical analysis models to identify potential investment opportunities, test the performance of prospective funds and evaluate equities. Assisted fund managers in identifying client needs and determining the asset allocation
- JAN 2006 -DEC  
2008  
(UK)**      **STRATEGIC ANALYST, NETWORK RAIL**  
Internal consultant, providing analysis and insight to aid decision-making of Executive Directors and senior management of the owner of UK Rail Infrastructure. Led the creation of an employee engagement toolkit used as standard within Network Rail; strategy development for station acquisitions; internal and external benchmarking exercise.

## TEACHING EXPERIENCE

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- 2011- 12  
(RUSSIA)**      **ASSOCIATED TRAINER, ERNST & YOUNG ACADEMY OF BUSINESS**  
» Taught Economics to CFA Level I candidates in Moscow
- Q4 2005  
(UK)**      **GUEST TEACHER AT LONDON SCHOOL OF ECONOMICS**  
» Taught undergraduate and postgraduate students of Statistics and OR Departments

## CHARTERED FINANCIAL ANALYST (CFA) QUALIFICATION

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- 2008-10**      **CFA Level I** (December 08), **CFA Level II** (June 09), **CFA Level III** (June 10)

## EDUCATION

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- 2004 – 05  
(UK)**      **LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE**  
MSc Operational Research, Grade: Distinction (Rank: 1st of the Department)
- 2001 – 04  
(UK)**      **UNIVERSITY OF CAMBRIDGE**  
BA Mathematics (Honours Degree), Grade 2:1

## AWARDS

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- 2005**      First of the Department in MSc Operational Research, London School of Economics
- 2004-05**      British Chevening Scholarship for academic excellence towards postgraduate studies
- 2001-04**      Commonwealth Trust Scholarship for academic excellence towards undergraduate studies