IOANNIS MAGNISALIS

Date of birth: 24/08/1974 | **Nationality:** Greek | **Gender:** Male | **Phone number:**

(+30) 6977329449 (Mobile) | **Email address:** i.magnisalis@ihu.edu.gr | **Email**

address: ioannis.magnisalis@ec.europa.eu | **Website:**

http://dorg.ihu.edu.gr/ioannis-magnisalis/ | **LinkedIn:**

https://www.linkedin.com/in/imagnisalis/ | **Skype:** imagnisalis@yahoo.gr |

Address: ZIRGANOU 13, 55134, THESSALONIKI, Greece (Home) |

Address: 123, 1050, BRUSSELS, Belgium (Avenue Franklin Roosvelt)

WORK EXPERIENCE

01/10/2020 – CURRENT Brussels, Belgium
IT STRATEGY AND PLANNING OFFICER - DATA PLATFORM TEAM LEADER EUROPEAN
COMMISSION

Management experience
(1) *Title and role*: IT Strategy and Planning Officer - Data Platform Team Leader
(2) *Number of staff overseen*: 12
(3) *Size of budgets managed per year*: 3-4 millions of Euros
(4) *Number of hierarchical layers above and below: 2 below, 3 up to General Director*
(5) *Number of peers*: 3

Officer:
-Driving the implementation of the EC data strategy
-bridging the gap between business requirements and technical capabilities for SNC (sensitive non-classified) data and classified data management
-supporting EU and EC directives regarding SNC data and cloud strategy)
-Cloud computing choices e.g. vendors from Cloud II framework)
-Data science related strategic choices e.g. tools and solutions to be promoted depending on EU/EC directives like EU territory of storage and processing
-Data analytics projects implementations guidelines
-Supporting and using AI, ML and data oriented solutions (focus on cloud) - Azure, AWS
-Semantic Technologies selection
-E-learning technologies recommendations
-E-government standards and applications improvements and evolutions
-Consolidation of reusable components within the Single Digital Gateway strategy of EC.
-Leading the Data@EC Strategy and BI@EC actions

Nature of Duties

Responsible in organizing work and contributing to decisions in the following subjects:
-leading and implementing the EC data strategy and alignment with Cloud First strategy
-bridging the gap between business requirements and technical capabilities for SNC (sensitive non-classified) data and classified data management
-supporting EU and EC directives regarding SNC data (e.g. https://ec.europa.eu/info/sites/default/files/about_the_european_commission/departments_and_executive_agencies/documents/handling_instructions_for_sensitive_non_classified_information_received_from_the_european_commission.pdf and https://ec.europa.eu/info/sites/default/files/ec_cloud_strategy.pdf)
-building EC Data Platform
-applying ML and AI technologies
-running pilots with EC DGs
-preparing the risk management plan of EC Data platform
-responsible for Data Catalogue of EC data platform. Alignment with EC ISA2 standards (e.g. DCAT-AP)

- Investigation on innovative technologies concerning machine learning and semantic web.
-Design the overall multi-cloud architecture of the EC platform Collaboration with major cloud vendors (e.g. Amazon. Microsoft) and consulting companies (e.g. Everis, Deloitte, PwC, Gartner).
-Selection of portfolio of tech solutions to be deployed towards EC data strategy (e.g. open source and commercial like KNIME, RapidMiner, Tableau, QLIK, PowerBI etc.)
-Provisioning of services and training material concerning the EC data platform.
-Evaluation of various technologies as reusable components and building blocks of the EC data platform (e.g. R, Python components, chatbot, ML algorithms etc.)
Business or Sector Information and communication

02/09/2019 – 30/09/2020 Brussels, Belgium
FREELENCER CONSULTANT - INTRA-MURROS EUROPEAN COMMISION / CRONOS INTERNATIONAL

-Consulting for the design and implementation of the **EC data platform**
-Implementing Software as a Service (SaaS) tools for **data science labs** and **visualization tools** within EC
-Design and implementation of the **EC data catalog**
-Design and consulting in **PoC projects** for various DGs and European Agencies
-Architect **cloud-based and on-premise** solutions for the EC data platform
-Design **multi-cloud** solutions
-Implement **security plans** for the EC data platform
-Incorporate **semantic web standards** in the design of the EC data platform
Address Brussels, Belgium

01/03/2018 – 30/09/2020
CHIEF EXECUTIVE OFFICER CEO & CTO OF DIGIO.GR & MAGNIO.TECH

Management experience
(1) *Title and role*: CEO & CTO of Digio.Gr & Magnio.tech
(2) *Number of staff overseen*: 4
(3) *Size of budgets managed per year*: 500,000 of Euro
(4) *Number of hierarchical layers above and below: 2 below, 0 up to CEO*
(5) *Number of peers*: 0

-Managing teams of 3 -15 people for educational sies and digital marketing oriented projects.
-Installation, customization, integration of open and non-open-source platforms. Indicative works include:
-CISCO network academy: http://interlei.gr
-KOE Train the Trainer academy: http://koe.ttt.edu.gr/
-Scorm.Gr e-tutors site: http://e-tutors.scorm.gr
For more information, please see https://digio.gr/ - Now owned by a previous staff member
Address Thessaloniki, Greece

01/09/2017 – CURRENT
SOFTWARE ENGINEER AND ANALYST - EXTERNAL ADVISOR HELLENIC SOFTWARE/ OPEN SOURCE SOFTWARE (ELLAK), ATHENS (GREECE)

-Participation in various projects concerning **Greek e-government services**: implementation of web forms to annotate services according to **Open** and **Linked data** EU **semantic** standards, semi and automatic representation of services as **BPMN** processes (https://dev-wiki.ellak.gr)
-Annotation of Greek e-government services with semantics' based representations based upon open standard vocabulary representations (**RDF** schema of Core Public Service Vocabulary - CPSV, core Public Organisation Vocabulary - CPOV) (code available at https://github.com/eellak/diadikasies-wikito-BPMN)
-Analysis and Technical proposals for application of CPSV and CPOV application profiles on Greek egovernment processes. (https://diadikasies.gr)
-Implementation of tools for BPMN 2.0 visualization of Greek e-government processes, based on CPSV semantics. Real server at ELLAK (https://el.diadikasies.gr/BPMN/bpmn1.php)
-Leveraging Media wiki open source software (OSS) capabilities with semantic and BPMN visualization tools
Address Athens, Greece

01/03/2009 – CURRENT
RESEARCH ASSOCIATE & VISITING (TEACHING) STAFF INTERNATIONAL HELLENIC UNIVERSITY (IHU) AND ARISTOTLE UNIVERSITY (AUTH), THESSALONIKI (GREECE)

- **Research** (started as a PHD student at Aristotle University of Thessaloniki) under Greek National and EU funded projects. Areas of expertise in research and policy analysis include the following fields: education, e-learning, collaborative learning, e-learning standards (e.g. IMS-LD) and tools (e.g. Moodle), VET (courses and cases SDETHESS), skills, qualifications, labour market. Skills covored are Data science, project management, ICT management, Process management, Web development, Digital Marketing, Educational Technologies. Some indicative projects and works follow:

■ Greek General Secretariat for digital policy – Project: "Study on the modernization of the digital services of the Greek State based on international and European standards". Tasks:

1) Using **IMAPS** (Interoperability Maturity Assessment of a Public Service) tool to assess Greek public service interoperability maturity,

2) Extending IMAPS to a) assess openness (e.g. with open data policies), b) evaluate interoperability and openness maturity of Base Registries (e.g. Tax Registry, Citizen Registry etc.)

3) Creating specifications for deployment, management and the governance of the Greek Open **Metadata Registry**, according to European and international standards (e.g. **DCAT**, **ESCO**, **CPSV**, **CPOV** etc.)

■ IHU – EU funded Project: "Co-Creating Misinformation-Resilient Societies - CoInform". Tasks: Contribute with expertise in policy assessment, analysis and engagement with stakeholders.

■ AUTH – EU funded Project: "Integrating Conversational Agents and Learning Analytics in MOOCs - colMOOC". Tasks: Contribute with expertise in **learning analytics** usage and requirements specification helping also in the project design, implementation and project evaluation phases.

-Organising courses and evenets for **VET (**e.g. http://www.gsae.edu.gr/el/stin-ellada/653-evropaiki-atzenta-ekpaidefsi-katartisi-enilikon, mentioned also here http://mlab.csd.auth.gr/index.php/gr/publications?view=member&task=show&id=17)

-**Teaching** of advanced ICT courses **in English** and **Greek** (indicative) and open seminars

■ Web development (Open-Source Content management systems (CMS), HTML5, JavaScript) ■ Mobile development

■ E-commerce applications (Prestashop, Woocomerce)

■ Cloud computing (Azure, GoogleCloud, AWS, Hadoop/MapReduce, Hive, Apache Spark etc.)

■ Business intelligence and big data visualization (Data studio, Power BI, Tableau)

■ Semantic web technologies (XML, RDF, OWL)

■ Business data analytics (web analytics and tools – Google analytics, Piwik/Matomo)

■ Tourism **social media** and tools for **digital marketing** (Google Ads, Facebook Ads, digital marketing strategy)

■ IT 4 Business Boot camp: Hands-on seminar for MS Sharepoint and OSS business solutions

■ Business Analytics boot camp: Hands-on seminar for Google Analytics, MS SharePoint and MS Power BI

Address Thessaloniki, Greece

01/06/2006 – CURRENT
LEANRNING MANAGEMENT SYSTEMS CONSULTANT HUMANASSET S.A. AND HATECSOFT

-Installation, customization, integration of synchronous and asynchronous e-learning platforms of open source and commercial products. Indicative works follow:

-synchronous and asynchronous e-learning platforms of HUMANASSET (https://www.humanasset.com/)

-eLiT : e-Learning in Transport platformof Aristotle University of Thessaloniki (http://elit.civil.auth.gr)

-Online English language courses from http://kesc.hatec.gr/

Address Athens, Greece

01/06/2006 – CURRENT
TEACHING PROFESSIONAL HUMANASSET S.A.

-Training the trainers course

-Training the e-learning trainers course

-Use of blended learning courses and platforms like Moodle, Centra, Skype for Business etc.

Address Athens, Thessaloniki, Greece

01/06/2005 – 05/10/2006
INDEPENDENT EVALUATOR OF COMPETITIONS KOINONIA TIS PLIROFORIAS (KTP A.E.) - SOCIETY OF INFORMATION TECHNOLOGY

-Assessment of competitions in public institutions

Address Athens, Greece

21/12/2003 – CURRENT
TEACHING PROFESSIONAL GREEK NATIONAL ORGANISATION FOR THE CERTIFICATION OF QUALIFICATIONS & VOCATIONAL GUIDANCE (EOPPEP)

-Teaching in various KEK around Greece (indicatively): KEK IVEPE, KEK DELTA, KEK Ergomathisi, KEK Eurotraining, KEK Techniki Ekpaideutiki-Teaching in various thematic areas (indicatively): **Social media, Digital Marketing tools and strategy**, Open source systems, Web development, E-learning Authoring systems, ERP systems, Web design, Flash and ActionScript-Relevant documents and contracts are available as evidence for teaching adults in various contexts for hundreds of hours
Address Athens, Greece

21/12/2003 – CURRENT
TEACHING PROFESSIONAL GREEK NATIONAL ORGANISATION FOR THE CERTIFICATION OF QUALIFICATIONS & VOCATIONAL GUIDANCE (EOPPEP)

-Teaching in various KEK around Greece (indicatively): KEK IVEPE, KEK DELTA, KEK Ergomathisi, KEK Eurotraining, KEK Techniki Ekpaideutiki-Teaching in various thematic areas (indicatively): Open source systems, E-learning Authoring systems, ERP systems, Web design, Flash and ActionScript-Relevant documents and contracts are available as evidence for teaching adults in various contexts for hundreds of hours
Address Athens, Greece

10/09/2002 – CURRENT
TEACHING PROFESSIONAL GREEK NATIONAL PUBLIC ADMINISTRATION – INSTITUTE OF VOCATIONAL TRAINING AND EDUCATION

-Teaching for many hundreds of hours
  -
    of various subjects (indicative)
      -
        • E-learning
        • Train the trainers
        • Design of Blended learning courses
        • E-learning Authoring tools
        • E-government
        • GIS
        • Oracle Databases, PL/SQL, JDeveloper
  -
    in diverse environments (indicative)
        • Greek Ministry of Finance
        • Airport of Macedonia, Thessaloniki
        • Greek National Statistics Organization
        • Prefecture of Athens, Thessaloniki etc.

-Design of programs for the institution along with material and tests for trainees
-Management for the initial months of the platform's life of http://elearning.ekdd.gr/
Address Thessaloniki, Greece

01/01/2009 – 22/08/2019 Thessaloniki, Greece
SALES SUPPORT AND OPERATIONS DEPARTMENT MANAGER OPAP S.A.

Management experience
(1) *Title and role*: Sales support and operations department manager
(2) *Number of staff overseen*: 5
(3) *Size of budgets managed per year*:1-2 millions of Euros
(4) *Number of hierarchical layers above and below: 2 below, 2 up to General Director*
(5) *Number of peers*: 2

-Teaching to OPAP agents and employees processes of OPAP organization (**in English**). Applying **BPMN** with a variety of tools (Visio, Bizagi, Camuda, Signavio, Activiti Modeler, Modelio, etc.)
-Developing and maintaining a Sales Support system for controlling visits of Salespersons to OPAP point of sales for all Greece. For this reason, I have been especially allocated and trained in Microsoft's SharePoint and Azure platforms. I have applied **Big Data** platforms of Google and Microsoft and **Cloud systems** like Azure, AWS, Google Cloud. For reporting, big data and analysis reasons I have also implemented **Business Intelligence** solutions for **exploratory data analysis and visualization of sales and marketing data** with tools like MS Power BI and Tableau.

- **ICT project management**: Responsible for managing projects that penetrate IT and sales operations across the whole organizational structure of OPAP. Projects involved: Zero paper & Digitization of processes, World class customer experience, Migration to Cloud and integration with Open source solutions.
-Producing reports to sales people to control and follow-up actions upon retail network. Using **Business intelligence** tools (Power BI, Tableau etc.). Combing data from diverse sources like **Google analytics**, Oracle systems, MS SharePoint, Social media (YOUTUBE, Facebook etc.).
-**Data analysis and predictions** of sales based on big data combined from various sources (see above). Use of Python, R and SPSS for statistical analysis (regression etc.)
-**Contributing in OPAP's Digital Marketing Strategy** based on **web analytics (use of Google analytics and Piwik)** and recommendations derived from data analysis predictions and data explorations-visualizations.
-Teaching and supporting sales people in using OPAP's online systems to fill in forms of requests, visits at OPAP shops etc. (**in English**).
-Implementing connection of OPAP's Moodle based OpapAcademy to **open source Web analytics tools** (e.g. Matomo/Piwik)
-Maintaining system records for OPAP's North Greece retail network
-Following and re-designing processes for everyday work of OPAP retail shops (POS)
Address Thessaloniki, Greece

01/08/2008 – 28/02/2017
COMPUTER SYSTEMS DESIGNER AND ANALYST SCORM.GR

-**Web and Mobile development**, installation, customization, integration of open and non-open source platforms. Indicative works include:
-**Mobile and Web development of e-commerce** platforms: e.g. https://www.sense-shop.gr/
-**Social Media and Online Community Management** for real business sites, e.g. https://www.senseshop.gr/ & https://www.facebook.com/senseshopgr/ , http://fitnessmania.gr/ & https://www.facebook.com/fitnessmaniagr/?ref=hl
-**Web analytics** (with Google Analytics and Piwik/Matomo). Creating customs reports and dashboard for general site and e-shop site assessment. Setting targets and goals and helping form an appropriate strategy.
-**Digital Marketing management** (e.g. with AdWords) of e-commerce sites: e.g. http://fitnessmania.gr/ . using digital marketing methods such as search engine optimization (SEO), search engine marketing (SEM), content marketing, influencer marketing, content automation, campaign marketing, data-driven marketing, e-commerce marketing, social media marketing, social media optimization, e-mail direct marketing etc.
-**Mobile development** of applications for all Operating Systems and devices (e.g. Android, iOS, Windows) with tools like: Android Studio, Intel® XDK, Convertigo Studio, IntelliJ IDEA, Xamarin.
-Microsoft SharePoint teaching associates though: https://scorm.sharepoint.com/
-CISCO network academy: http://interlei.gr
-KOE Train the Trainer academy: http://koe.ttt.edu.gr/ -Scorm.Gr e-tutors site: http://e-tutors.scorm.gr
Address Thessaloniki, Greece

05/02/2004 – 31/12/2008
COMPUTER SYSTEMS DESIGNER, ANALYST AND TRAINER OPAP S.A.

-Received training in many areas within lottery and OPAP IT business (e.g. big data handling and transformation, reporting tools, web-site administration, lottery related products laws and ethics (relevant certifications are provided)
-Teaching of OPAP products (e.g. betting) to OPAP's agents
-Teaching of OPAP's s/w suites to other IT colleagues
-Project management of s/w platforms partially built within OPAP and mainly maintained by external subcontractors (e.g. CRM system)
Address Athens, Thessaloniki, Greece

21/12/2003 – 03/02/2006
TEACHING PROFESSIONAL PLEGMA EKPAIDEUTIKI

-Teaching of (indicative)
-Oracle DBA, Oracle and Java development, Oracle Developer suite
-Microsoft Windows Server administration
-UML
Address Athens, Thessaloniki, Greece

21/09/2002 – 04/02/2004
RESEARCH AND DEVELOPMENT DEPARTMENT MANAGER INTRACOM S.A.

-Analysis, design and implementation of EU funded projects
-Investigation of new technologies in the areas of content management and workplace training
Address Thessaloniki, Greece

01/10/2001 – 30/06/2003
SOFTWARE ANALYST - RESEARCHER UNIVERSITY OF MACEDONIA

-Analysis, design and implementation of EU funded projects (EU-PUBLI.COM, Infocitizen)
-Research in new technological areas and policies in the areas of web services, semantics, EU systems integrations
Address Thessaloniki, Greece

22/08/2000 – 20/09/2002
COMPUTER SYSTEMS DESIGNER AND ANALYST INTRACOM S.A.

Design, implementation, installation and Testing of embedded S/W in digital switches of ERICSSON.
Address THESSALONIKI, Greece

08/04/1999 – 21/08/2000
FINANCE AND INFORMATICS ASSOCIATE PROFESSIONAL GREEK ARMY

-Keeping books of Greek Military accountant's department (2nd Greek Army body)
-development and use of intranet networks and Access Databases for the control of the paper work
15/02/1999 – 26/03/1999
COMPUTER SYSTEMS DESIGNER AND ANALYST AIRTECHNIC, CHATZOUDIS EPE

-Analysis, design and implementation of computer systems (programs) concerning Storehouse Check and Updates as well as overtime monitoring and deduction
-Planning and implementation of 2 intranets (in remote points, Athens and Thiva) and communication between them for 2-way data exchange, tutoring and audio-visual content exchange.
Address Athens, Greece

04/10/1999 – 31/05/2000
TEACHING PROFESSIONAL PRIVATE SCHOOL OF INFORMATICS PAMAR

-Teaching of programming languages (e.g. Pascal, Visual Basic), s/w programs (e.g. COREL, Access) to adult audience
Address Thessaloniki, Greece

EDUCATION AND TRAINING

01/04/2009 – 21/07/2016 Thessaloniki, Greece
PHD IN INFORMATICS Aristotle University

-Title of doctoral thesis: "Architecture Design and Evaluation for Flexible Support of Collaboration through Internet: Technological and Educational Perspectives"
-The objective of this thesis was the design and evaluation of a proposed software architecture (MAPIS3 - Mediating Adaptation Patterns and Intelligent Systems) as a solution to the problem of flexible design and implementation of collaborative learning scenarios with computer support ("CSCL scenarios"). The aim of the thesis is that the architecture is based on accepted standards in the area of technology supported learning (such as IMS-LD web services) that enhance flexibility. The architecture was evaluated: a) from the technological viewpoint of developers, and b) from the pedagogical aspect of designers-teachers and learners. Technological evaluation focuses on data exchange and technological interconnection of tools used in CSCL scenarios. The pedagogical evaluation focuses on orchestration of tools in VET and workplace environments and their integration into CSCL scenarios that require flexible design and more importantly execution.

Address Thessaloniki, Greece | **Level in EQF** EQF level 8

01/10/1997 – 09/12/1998 London, United Kingdom
MSC IN BUSINESS SYSTEMS ANALYSIS AND DESIGN City University

-Received distinction

Address London, United Kingdom │ **Level in EQF** EQF level 7

17/09/1992 – 30/07/1997 Thessaloniki, Greece
PTYCHIO IN MATHEMATICS Aristotle University

Selected (see analytic report of courses) courses and subjects followed the direction of :
-Operational Research
-Statistics
-Computer science
-Mathematics training

Address Thessaloniki, Greece │ **Level in EQF** EQF level 6

20/09/2020
CHIEF-DATA-OFFICER-CERTIFICATE Collibra and Carruthers & Jackson

12/03/2007 – 15/03/2007 Trier, Germany
CERTIFICATE IN "THE FUTURE OF GAMBLING IN THE INTERNAL MARKET" Academy of European Law

Address Trier, Germany

06/2004 Athens, Greece
CERTIFICATE OF ATTENDANCE: QUALITY MANAGEMENT SYSTEM (ISO 9001:2000), ENVIRONMENTAL MANAGEMENT SYSTEM (ISO 14001:1996), SYSTEM OF SOCIAL CONCERN AND RESPONSIBILITY (SA 8000:2001) QAS

Address Athens, Greece

12/12/2005 – 21/12/2005 Thessaloniki, Greece
CERTIFICATE IN "EFFECTIVE MANAGEMENT OF SALES DISTRIBUTION NETWORK" KwS

Address Thessaloniki, Greece

28/02/2013 – 01/03/2013 Thessaloniki, Greece
CERTIFICATE OF PARTICIPATION: "EUROPEAN AGENDA IN THE VET OF ADULTS" General Secretariat of Life-Long Learning

-I volunteered to organise, implement and administer the live broadcasting of the whole event

Address Thessaloniki, Greece

19/12/2007 – 21/12/2007 Thessaloniki, Greece
TRAIN THE TRAINING MANAGERS / EXECUTIVE SCHEME Star Register

Address Thessaloniki, Greece

14/06/2005 – 15/06/2005 Athens, Greece
CERTIFICATE OF ATTENDANCE IN 1ST CONGRESS OF INFORMATION TECHNOLOGY KPMG

Address Athens, Greece

04/09/2006 – 08/09/2006 Thessaloniki, Greece
CERTIFICATE IN "TRAIN THE TRAINERS IN E-LEARNING" Greek National Public Administration – Institute of Vocational Training and Education

Address Thessaloniki, Greece

04/09/2005 – 09/09/2005 Santiago De Compostella, Spain
CERTIFICATE IN "LOTTERY IT TECHNOLOGIES" European Lotteries University

Address Santiago De Compostella, Spain

15/10/2020
CERTIFICATE OF PARTICIPATION-IT SECURITY RISK MANAGEMENT METHODOLOGY FOR PRACTITIONERS EC HR Digital Training Services

21/10/2019
CERTIFICATE OF PARTICIPATION-AI, CLOUD & DATA PRIVACY EC HR Digital Training Services

2022
CERTIFICATIONS ON DATA, CLOUD AND AI TECHNOLOGIES Microsoft, AWS, KNIME

02/09/2016 – 16/09/2016 Athens, Greece
MICROSOFT SHAREPOINT 2013 END USER LEVEL I AND POWER USER Infolab (Enterprise Training) - Gold Learning Microsoft Partner

Learnt the information needed to implement SharePoint solutions using Enterprise Search, Managed Metadata Service (MMS), Business Connectivity Services (BCS), Enterprise Content Management (ECM) with focus on versioning, meta-data record and document management, Web Content Management (WCM), Social Computing features and SharePoint Apps.

Address Athens, Greece │ **Level in EQF** EQF level 4

04/07/2016 – 08/07/2016 Athens, Greece
MICROSOFT SHAREPOINT 2013 END USER LEVEL I Infolab (Enterprise Training) - Gold Learning Microsoft Partner

Core skills that are common to almost all SharePoint development activities.These include working with the server-side and client-side object models, developing and deploying features, solutions, and apps, managing identity and permissions, querying and updating list data, managing metadta taxonomies, handling records, archives and ducuments using workflow to manage business processes, and customizing the user interface.

Address Athens, Greece │ **Level in EQF** EQF level 4

07/06/2016 – 10/06/2016 Zagreb, Croatia
CERTIFICATE OF PARTICIPATION: INTERNATIONAL CONF. ON INTELLIGENT TUTORING SYSTEMS IEEE

Address Zagreb, Croatia

10/09/2014 – 12/09/2014 Salerno, Italy
CERTIFICATE OF PARTICIPATION: INTERNATIONAL CONF. ON INTELLIGENT NETWORKING AND COLLABORATIVE SYSTEMS IEEE

Address Salerno, Italy

07/07/2014 – 09/07/2014 Athens, Greece
CERTIFICATE OF PARTICIPATION: INTERNATIONAL CONF. ON ADVANCED LEARNING TECHNOLOGIES IEEE

Address Athens, Greece

19/09/2013 – 21/09/2013 Thessaloniki, Greece
CERTIFICATE OF PARTICIPATION: 13TH PANHELLENIC CONF. ON INFORMATICS Greek Computer Society

Address Thessaloniki, Greece

19/09/2012 – 21/09/2012 Bucharest, Romania
CERTIFICATE OF PARTICIPATION: INTERNATIONAL CONF. ON INTELLIGENT NETWORKING AND COLLABORATIVE SYSTEMS IEEE

Address Bucharest, Romania

24/10/2010 – 26/10/2010 Thessaloniki, Greece
CERTIFICATE OF PARTICIPATION: INTERNATIONAL CONF. ON INTELLIGENT NETWORKING AND COLLABORATIVE SYSTEMS IEEE

Address Thessaloniki, Greece

10/05/2010 Thessaloniki, Greece
CERTIFICATE OF ATTENDANCE: "EDUCATIONAL OPTIONS AFTER 2ND CHANCE SCHOOL" 2nd Chance School

Address Thessaloniki, Greece

07/05/2010 – 09/05/2010 Serres, Greece
CERTIFICATE OF ATTENDANCE: "INFORMATICS IN EDUCATION - THE DIGITAL SCHOOL" 4th Panhellenic Conference of IT School Teachers

Address Serres, Greece

22/03/2010 Thessaloniki, Greece
CERTIFICATE OF ATTENDANCE: "YOUTH & INTERNET" University of Macedonia

Address Thessaloniki, Greece

04/10/2009 – 06/10/2009 Barcelona, Spain
CERTIFICATE OF PARTICIPATION: INTERNATIONAL CONF. ON INTELLIGENT NETWORKING AND COLLABORATIVE SYSTEMS IEEE

Address Barcelona, Spain

08/07/2009 – 13/07/2009 Rhodes, Greece
CERTIFICATE OF PARTICIPATION: INTERNATIONAL CONF. ON COMPUTER SUPPORTED COLLABORATIVE LEARNING International Society of the Learning Sciences

Address Rhodes, Greece

18/10/2008 Edessa, Greece
CERTIFICATE OF TEACHING: "ANALYSIS OF USAGE SCENARIOS FOR THE DIDACTIC OF INFORMATICS. SHOWCASING SYNCHRONOUS AND ASYNCHRONOUS TOOLS. INTEGRATION OF ALL TECHNOLOGIES IN A BLENDED COURSE" Office of Teaching Advisor

-I volunteered to organise, implement and administer the live broadcasting of the whole event

Address Edessa, Greece

01/07/2004 – 30/07/2004 Athens, Greece
AWARD OF ACHIEVEMENT: ORACLE WORKFORCE DEVELOPMENT PROGRAM Plegma Ekpedeftiki Ltd

Address Athens, Greece

14/06/2004 – 01/07/2004 Athens, Greece
SYBASE SIQ SERVER, BUSINESS OBJECTS, INFORMATICA, POWERMART Relational Technology S.A.

Address Athens, Greece

20/02/2004 – 22/02/2004 Thessaloniki, Greece

CERTIFICATE OF ATTENDANCE IN 2ND CONGRESS OF INFORMATION TECHNOLOGY ON THE SUBJECT "INFORMATION TECHNOLOGY AND EDUCATION" Society of IT Training Professionals of Thessaloniki, Greece

Address Thessaloniki, Greece

24/11/2003 – 03/12/2003 Thessaloniki, Greece

CERTIFICATE OF ATTENDANCE: SEMINAR ON "CONTENT BASED MULTIMEDIA SEARCH" National Centre of Research and Technology - Institute of Information technology and telematics

Address Thessaloniki, Greece

10/06/2002 – 14/06/2002 Thessaloniki, Greece

CERTIFICATE OF ATTENDANCE: SEMINAR ON "INTRODUCTION TO MICROSOFT VISUAL STUDIO .NET" Infolab

Address Thessaloniki, Greece

24/07/2000 – 29/09/2000 Patra, Greece

DIPLOMA OF PROFESSIONAL EDUCATION (SOFTWARE ENGINEERING COURSE) EUROCOM EXPERTISE S.A.

Address Patra, Greece

09/10/1996 – 19/06/1997 Thessaloniki, Greece

LONG-TERM CLASS IN COMPUTER PROGRAMMING (400 HRS) Hellenic Centre of Productivity (ELKEPA)

Address Thessaloniki, Greece

LANGUAGE SKILLS

Mother tongue(s):   **GREEK**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C2	C2	C2
GERMAN	A1	A1	A1	A1	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

Amazon AWS, Azure, OVH | Microsoft Power Platform (Power BI, Power Apps, Power Automate) | Social Media | Digital engineering + Digital marketing | Business Intelligence/Business Analytics | Data Science: Machine Learning, Data Analysis, Data Exploration, Data Wrangling, Data Visualization | PM2 EC profile | Business Architecture

ADDITIONAL INFORMATION

PUBLICATIONS

[JOURNALS](#) – 2022
International Journals (with reviewers)

[1] Gerontas, A., Peristeras, V., Tambouris, E., Kaliva, E., Magnisalis, I., & Tarabanis, K. (2019). Public Service Models: a systematic literature review and synthesis. *IEEE Transactions on Emerging Topics in Computing*.

[2] Magnisalis, I., & Demetriadis, S. (2017). An architecture combining IMS-LD and Web services for flexible data-transfer in CSCL. IEEE Transactions on Learning Technologies, 10(2), 205-218.
[3] Magnisalis, I., & Demetriadis, S. (2015). Tool Orchestration in e-Collaboration: A Case Study Analyzing the Developer and Student Perspectives. International Journal of e-Collaboration (IJeC), 11(4), 40-63.
[4] Magnisalis, I., Demetriadis, S., & Karakostas, A. (2011). Adaptive and intelligent systems for collaborative learning support: A review of the field. IEEE transactions on Learning Technologies, 4(1), 5-20.

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Conferences - Workshops – 2022

Workshops

[1] Demetriadis, S., Magnisalis, I., & Karakostas, A. (2009). Adaptation Patterns in Systems for Collaborative Learning and the Role of the Learning Design Specification. In Scripted vs. Free CS Collaboration: Alternatives and Paths for Adaptable and Flexible CS Scripted Collaboration Workshop in CSCL (pp. 43-47).

International Conferences (with reviewers)

[2] Magnisalis, I., & Persiteras V. (2019, accepted paper). Combining CPSV and BPMN to create a holistic description of public services. In 52nd Annual Hawaii International Conference (HICSS) on System Sciences (pp. to appear). IEEE.
[3] Magnisalis, I., Demetriadis, S., & Papadopoulos, P. M. (2016). Can Peers Rate Reliably as Experts in Small CSCL Groups?. In International Conference on Intelligent Tutoring Systems (pp. 280-285). Springer International Publishing.
[4] Magnisalis, I. D., & Demetriadis, S. N. (2014, September). Case Studies on the Orchestration of Technology-Enhanced Collaboration Scripts through the MAPIS3 Architecture. In 2014 International Conference on Intelligent Networking and Collaborative Systems (INCoS), (pp. 665-670). IEEE.
[5] Magnisalis, I. D., & Demetriadis, S. N. (2014, July). Mobile widgets to support peer interaction visualization. In 2014 IEEE 14th International Conference on Advanced Learning Technologies (ICALT), (pp. 191-193). IEEE.
[6] Magnisalis, I., Demetriadis, S., & Dimitriadis, Y. (2013, September). Flexible tools for online collaborative learning: integration of adaptation patterns functionality in the WebCollage tool. In Proceedings of the 17th Panhellenic Conference on Informatics (pp. 114-121). ACM.
[7] Magnisalis, I. D., & Demetriadis, S. N. (2012, September). Orchestrating adaptive and complex CSCL scenarios through a choreography among IMS-LD and external services. In 2012 4th International Conference on Intelligent Networking and Collaborative Systems (INCoS), (pp. 89-96). IEEE.
[8] Meimaridou D., Magnisalis I., Demetriadis S. & Pomportsis A. (2011). Web Conferencing to Support Blended Learning in the School Context: A Case Study in a Second Chance School ", ICICTE 2011 Conference Proceedings 11-3, Rhodes-Greece.
[9] Magnisalis, I. D., Demetriadis, S. N., & Pomportsis, A. S. (2010, November). Implementing adaptive techniques in systems for collaborative learning by extending IMS-LD capabilities. In 2nd International Conference on Intelligent Networking and Collaborative Systems (INCOS), 2010 (pp. 70-77). IEEE.
[10] Magnisalis, I. D., & Demetriadis, S. N. (2009, November). Modeling adaptation patterns with ims-ld specification: a case study as a proof of concept implementation. In International Conference on Intelligent Networking and Collaborative Systems, 2009. INCOS'09. (pp. 295-300). IEEE.

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Conferences continued – 2022

[11] Peristeras V ., Tarabanis K .Kouiroukidis N., Magnisalis I. (2003). Enhancing e-Government through the use of Web Services and Semantic Web technologies proceedings of the 3rd European Conference on e-Government (ECEG 2003), 3-4 July 2003, Trinity College Dublin, Ireland, pp 415-426.
[16] Tarabanis K ., Peristeras V ., Kouiroukidis N., & Magnisalis I. (2002). Enabling Collaboration amongst Administrative Systems at a Multi-Country Level: The Case of Registration of a New Company, 1st EurAsian Conference on Advances in Information and Communication Technology (EURASIA-ICT 2002), Workshop on Electronic Government, Iran.
[17] Magnisalis, I., & Demetriadis, S. (2019). Flexible Orchestration of Tools in E-Collaboration: Case Studies Analyzing the Developer, the Teacher, and the Student Perspectives. In Handbook of Research on Technology Integration in the Global World (pp. 208-232). IGI Global.
[18] Magnisalis, I., & Demetriadis, S. (2012). Extending IMS-LD capabilities: A review, a proposed framework and implementation cases. Intelligent Adaptation and Personalization Techniques in Computer-Supported Collaborative Learning, 85-108.
[19] Magnisalis, I., & Demetriadis, S. (2011). Modeling adaptation patterns in the context of collaborative learning: case studies of IMS-LD based implementation. Technology-Enhanced Systems and Tools for Collaborative Learning Scaffolding, 279-310.

ORGANISATIONAL SKILLS

Organisational skills - leadership (currently responsible for a team of 5 people in Thessaloniki and supporting over 60 for the whole OPAP S.A. in specific areas like sales monitoring)
- experience in transnational research projects and good organisational skills gained as manager of the R&D department of Intracom S.A. in Thessaloniki, dealing with EU funded projects involving collaboration with a range of stakeholders at European and national levels
- good team-leading skills gained as leader of OPAP Sales Support team in North Greece
-strong analytical skills to draw policy conclusions and recommendations for key issues and trends in European VET and adult learning policies; this was earned through my engagement in professional teaching of adults along with my PHD

COMMUNICATION AND INTERPERSONAL SKILLS

Communication and interpersonal skills -excellent oral communication skills to present work accurately and convincingly explain complex issues to a broad range of audiences; this skill was gained mainly by: a) my managerial tasks at OPAP S.A. from 2009 up-to-now, and b) my teaching to diverse adult audiences from 2000 onwards.
-ability to draft and review concise texts for disseminating data and information online to make them understandable to wide and diverse target groups. This skill was earned as a result of: a) my occupation as a manager of the R&D team of Intracom S.A. dealing with EU funded projects, and b) the dissemination of my research during my PHD focusing on VET on various contexts.

JOB-RELATED SKILLS

Job-related skills

-specific experience in carrying out research and policy analysis in:
(i) work-based learning, as gained from my continuous involvement in adult training offered through the Greek National Public Administration – Institute of Vocational Training and Education for the public sector, and through Greek National Organisation for the Certification of Qualifications & Vocational Guidance (EOPPEP) for the private sector
(ii) the role of VET and adult learning for labour market integration and social inclusion, as gained through my PHD projects carried out in 2nd Chance School of Thessaloniki
-good knowledge and understanding of key issues in European VET and adult learning policies, gained through my work during my PHD on projects related to adult training from life-long learning in 2nd chance school of Thessaloniki
-direct professional experience in adult education in the form of teaching as gained from my continuous involvement in adult training from over 17 years (stemming from my work at OPAP and as a training professional in general)
-understanding of national and/or EU public procurement procedures and financial regulations, gained from my involvement in EU funded projects both at Intracom S.A. and University of Macedonia

IT RELATED SKILLS

IT related skills

- Project management: Application of Open project tool, **Jira and Confluence** and **PM[2] methodology**, Total Quality Control & Management (TQM), RIsk Management with ITRSM[2] methodology
- **Education** and **administration** related tools and skills: eLearning tools and platforms (Moodle, Microsoft etc.), Total Quality Control & Management (TQM), Web servers (installation and maintenance), Statistics (teaching), Systems investigation, Semantic technologies and information and knowledge and ontological representation and interchange technologies in the Web (XML-XSLT, RDF, OWL...).
- Software engineering related: SAP Hava and ERP, Siebel CRM, Relational databases, Full stack development, Systems development, Product integration, Leadership development, SAP ERP/BTP/ BO, Market surveys (result analysis). Entrepreneurship teaching and mentoring, Web design, Staff development, ISO/TR 10013:2001 (guidelines for quality management system documentation), Media technology, IIS web server, Logic management and development model, ActionScript, Market analysis, System testing, Project management, Client/server (programming), Business intelligence, Quality management (ISO 9000/27000 series), Material and production control, Continuous work improvement, Product specifications, Budget responsibility, Sales statistics, E-commerce (business development), Computer communications (teaching), Telecommunications, Object-oriented programming, Test management (data systems), Commercial law, Small company economics, Database design (logical), Web services,, BPMN- business process modeling and documentation,

Quality control, Geographical information systems, Risk management, agility, Geographical information system (teaching), Logistics, E-commerce (systems development), Systems administration, Negotiating experience, Improvisation, Education planning, Ruby, Data modelling, Systems design, Staff responsibility, Web page production (providing training), Oracle CRM On Demand Solutions.

• Web application development related skills: Java-script, HTML5, CSS, Computer technology (engineering), Data analysis and visualization, Web analytics (Google analytics and Piwik/Matomo), ICT project management with PM tools (MS Project, OpenProject, Attlasian Jira, RedMine, Asana, OpenProject etc.), Cloud computing (AWS, Azure, Google Cloud), Total Quality Management (TQM), Training, Quality assurance, Marketing (market communication), ISO 10015:1999 (guidelines for training), Asset management, Systems integration, Test management, Oracle (database administration), Presentation techniques, Applications programming, Performance and security testing, Data warehouse applications, Drafting of agreements and contracts, Business administration, C#, , Oracle E-Business Suite, MS Project, PL/SQL (database development), Game research, Python (programming language), Web site management

LINK TO SHARED DOCUMENTS

Link to shared documents

The following link includes all the necessary information and documents to verify the work experience and studies already mentioned:
[Shared Documents](#)

Certifications

I have obtained certification in project and/or in service management methodology, data science and artificial intelligence, software engineering, cloud computing, app development indicatively as follows:
1) Basic_Proficiency_in_KNIME_Analytics_Platform - KNIME AG, Zurich, Switzerland - 07/03/22
2) Advanced_Proficiency_in_KNIME_Analytics_Platform - KNIME AG, Zurich, Switzerland - 13/03/22
3) Proficiency_in_KNIME_Software_for_Collaboration_and_Productionizing_of_Data_Science - KNIME AG, Zurich, Switzerland - 14/03/22
4) Chief-Data-Officer-Certificate - Collibra and Carruthers & Jackson - 20/09/20
5) Microsoft Certified Azure Data Scientist Associate - Microsoft - 19/03/22
6) Microsoft Certified Azure AI Engineer Associate - Microsoft - 20/03/22
7) Microsoft Certified Power BI Data Analyst Associate - Microsoft - 08/03/22
8) Microsoft Certified Power Platform App Maker Associate - Microsoft - 12/03/22
9) Microsoft Certified Azure Fundamentals - Microsoft - 14/03/22
10) Microsoft 365 Certified Fundamentals - Microsoft - 10/03/22
11) Microsoft Certified Azure AI Fundamentals - Microsoft - 13/03/22
12) Microsoft Certified Azure Data Fundamentals - Microsoft - 08/03/22
13) Microsoft Certified Power Platform Fundamentals - Microsoft - 09/03/22
14) Microsoft Certified Security, Compliance, and Identity Fundamentals - Microsoft - 09/03/22
15) certificate of participation-Microsoft Azure Administrator - EC HR Digital Training Services - 09/03/22
16) certificate of participation-JRC ONLINE Deep learning on the Big Data Analytics platform an introduction - EC HR Digital Training Services - 08/03/21
17) certificate of participation-IT Security Risk Management Methodology for Practitioners - EC HR Digital Training Services - 15/10/20
18) certificate of participation-AI, Cloud & Data privacy - EC HR Digital Training Services - 21/10/19
19) certificate of participation-Microsoft Azure Administrator - EC HR Digital Training Services - 09/12/21
20) certificate of participation-Practical Data Science with Amazon SageMaker - EC HR Digital Training Services - 25/05/20
More certificates (after exams) and certificates of participations are obtained on a regular basis, and some are already included in the linked documents in EPSO application in the file named "certification-recent-merged"

Older certifications (after exams) and certificates of attendance are merged in the linked document named "certifications_older_compressed" and include indicatively the following relevant documents:
1) Business Objects - Relational Technology S.A. - 25/06/04
2) Informatica Power Center - Informatica - 01/07/04
3) Sybase - Relational Technology S.A. - 18/06/04
4) Oracle Workforce program - Plegma Ekpedeftiki LTD. - 01/07/04
5) .Net development with Visual Studio - InfoLab (No date on document - on 2005)
6) S/W Engineering (2 months) - Eurocom Expertise S.A. - 29/09/00

7) Several courses like PM2, Data science for Business etc - Teaching fat International Hellenic University (2018-now)

Links https://drive.google.com/drive/u/1/folders/1ZtueJ1mseobkHt1Y_ST_NshHytfWmW-y | https://drive.google.com/file/d/1Wu6XIx2pG8JkKGJrjBYPrzq4dErFpKxn/view?usp=share_link