

Ilias Giannopoulos

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Date of Birth: 5th June 1998
Nationality: Greek
Language Skills: Fluent English, Fluent Greek, Basic Spanish



Profile

A process-focused, people-oriented and personal development enthusiast, Ilias Giannopoulos brings expertise gained within the fields of Erasmus+, international training, personal and professional development. A confident and articulate communicator, my approach centers around keeping things “simple, yet significant”, inspiring individuals to give their 100%. Committed to fostering a positive and peaceful culture, celebrating achievements through training, coaching and mentoring. Passionate about the active participation of young people and value-based learning, Ilias is also bringing his expertise in the European Training Strategy (ETS) in order to develop learning opportunities for individuals and organisations. As a member of the [International Youth Work Trainers Guild](#), Ilias guards the practice of youth work and supports quality training and non-formal education.

Key Points

- Trainings of Trainers
 - Member of the Pool of Trainers for the Hellenic National Agency for Erasmus+ Youth / ESC,
 - SALTO's Training of Trainers 2023/2024.
 - Participant of Egyesek's 3-phased Training of Trainers 2021/2022.
 - Delivering two Training of Trainers activities in 2024/2025.
- International Experience:
 - Successfully working with thousands of international individuals and trainers.
 - Designing and managing international educational and training projects.
 - Promoting a positive learning culture and fostering cross-cultural collaboration.
- Learning and Development:
 - Designing and implementing comprehensive learning programs.
 - Addressing diverse learners' needs and preferences through various instructional methods.
 - Measuring the effectiveness of learning initiatives and making improvements based on feedback.
 - Coaching individuals and teams to enhance performance and skill development.
- Communication and Negotiation:
 - Confident and articulate communicator, both verbal and written.
 - Skilled negotiator with the ability to build rapport and credibility with diverse audiences.
- Entrepreneurship and Partnership:
 - Co-founding and establishing successful ventures.
 - Identifying and cultivating partnerships with organizations and stakeholders.
 - Funding for educational training programs and initiatives.

Career History

Founder & Project Designer
Monada MTU, Tallinn, Estonia (remote)
February 2023 - Present Day

Monada is a non-governmental organisation created in the beginning of 2023 in Tallinn, Estonia. It is a youth organization promoting personal and professional development through international mobility.

Achievements:

- Co-founded the establishment of Monada MTU.
- Co-designed and submitted four educational projects for Erasmus+ funding, potentially benefiting over 100 international beneficiaries.
- Got one youth exchange funded, setting an establishment milestone for the organisation,
- Established partnerships with three local organizations in Estonia within five months of operation.
- Structured the organization's mission, vision, goals, and objectives through comprehensive needs analysis.

Co-Founder, Training & Mobility Coordinator, Project Designer & Manager, Digital Marketing Manager
Roes Cooperativa KOIN.S.EP., Athens, Greece (remote)
August 2019 - Present Day

Roes Cooperativa is a **Social Cooperative Enterprise** created by professional trainers, social workers, project managers and informal groups aiming to create an alliance that hosts innovative, experiential and non-formal education approaches.

Co-Founder
August 2019 - Present Day

- Conducted needs analysis and strategically structured the company's mission, vision, goals, and objectives.
- Led strategic business development initiatives, significantly contributing to the financial sustainability and growth of the organization over a three-year period.
- Provided training on digitalisation to 10 employees and co-founders.

Training & Mobility Coordinator
August 2019 - Present Day

- **Trained 6 employees** for Greek participants' involvement in international projects (Erasmus+ youth KA1).
- Supported **over 1000 people** from Greece in participating in inclusive international projects.
- Partnered in **280 approved** educational projects (Erasmus+ KA1 youth).

Project Designer & Manager
August 2019 - Present Day

- Designed 6 Erasmus+ projects for 160 trainers and young people.
- Managed 6 long-term educational projects (Erasmus+ KA2 Adult & Youth).

Digital Marketing Manager
January 2020 - June 2022

- Built a successful brand and social media presence, surpassing competitors' metrics.
- Achieved significant Facebook growth: 6000 likes in less than 2 years.

Worldwide Trainer and Facilitator
Freelancer
September 2018 - Present Day

Areas of Expertise: Personal Development, professional development (employability, social entrepreneurship & happy employment), value-based learning, team management, Leadership, Intercultural Communication, teamwork

Skills: Training & Facilitation, Mentoring, Non-Formal Education, Project Management,

Supported **numerous NGOs** to design and receive funding for their educational projects,

- Conducted training and mentorship for hundreds of individuals on designing educational and training projects and writing funding proposals.
- Conducted four intense international educational trainings/youth exchanges in personal/professional development, migration management, human rights, and environmental protection. Benefited 125+ participants in 7-12 day programs.
- Supported the **Erasmus Student Network Aristotle University of Thessaloniki** to receive funding to implement 2 training projects (Erasmus+ KA1) and mentored a team of 4 trainers to deliver the wow to the participants of the courses.
- Co-designed, prepared and delivered 5 Erasmus+ training courses & youth exchange with 160 beneficiaries on intense personal development, employability and outdoor education for **Erasmus Student Network in Greece**.

Study Visit (Erasmus+)
Associacio Globers | Tarragona, Spain
November 2022 - February 2023

- Conducted a study visit to a very good partner of my network to study their methods on volunteers and trainers and see how they work.

**Board Member and Project Manager
Hopeland NGO, Greece (remote)
August 2020 - January 2023**

Hopeland is a non-profit organization that started in 2009. Hopeland aims to be open to the world and bring together and inspire more people internationally, and through them, educate locals from rural areas on the values of the EU.

- Managed 3 Erasmus+ trainings and youth exchanges benefiting 110 beneficiaries.
- Conducted needs analysis for the organization and local rural community.
- Performed risk analysis to identify and mitigate potential challenges.
- Long-term business plan development.

Volunteering Experience

**Board Member and Treasurer,
Ship for World Youth Alumni Association Greece, Athens, Greece (remote)
October 2019 - Present Day**

- Managing the treasury of the organisation
- Paying and following annual fees,
- Decision making.

**Active Volunteer
Erasmus Student Network Thessaloniki, Thessaloniki, Greece
March 2017 - Present Day**

- **Volunteer Organiser of AGM Thessaloniki (2019)**, a 4 day, award-winning conference with more than 1000 international participants from the Erasmus Student Network
- **President & Board Member** of ESN UOM Thessaloniki local section (Sept 2017 - Aug 2018): Coordinated the board of directors (6 members), coordinated 40 active volunteers and cooperation between the 3 local ESN sections of Thessaloniki, hired the first ever interns of the NGO,
- **Webmaster & Board Member** of ESN UOM Thessaloniki local section (Sept 2018 - Jan 2019): decision making, coordinated the IT tools and training of the volunteers on them,
- **Volunteers responsible and IT manager** of National Training event 2018: Coordinated 40 volunteers, created the training agenda for ESN Greece (national level of the network).

Professional Development

**Ship for World Youth Leaders 31 (2019)
Assistant National Leader of the Greek Delegation**

- Got selected among 880 applicants for a prestigious international leadership and cultural exchange program funded by the Japanese Government.
- Completed a 46-day on-board training, visiting Japan, Palau, Australia, and Solomon Islands.
- Engaged in leadership seminars, workshops, and cultural exchanges with 240 youth from 10 countries.
- Gave a speech to 280 participants including the captain of the ship and country officials.

Education

09/2016 - present: BSc Applied Informatics - University of Macedonia, Thessaloniki, Greece
02-06/2021 Electrical Engineering - University of Maribor, Maribor, Slovenia
Erasmus+ Studies Scholarship
02-06/2020 Computer Science - University of Craiova, Craiova, Romania
Erasmus+ Studies Scholarship

Qualifications & Skills,

- Microsoft Office,
- Google Suite,
- Digital Marketing,
- Website Design (WordPress),
- Basic Programming Skills (Python, C, Javascript, Visual Basic).

Leisure Activities

Travelling (Enthusiastic exploration of diverse cultures and landscapes across 40 countries, with a record of over 150 journeys, contributing to a broadened global perspective.)

References

Afonso Bértolo (PT), Freelancer,
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