

CURRICULUM VITAE

Antonis Livieratos

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Sofokleous 1, Athens, 105 59, Greece

1. EDUCATION	
12/2004 - 10/2009	<p>PhD, Université Paris-Sud 11 (France)</p> <ul style="list-style-type: none">• <i>PhD title: "Designing a strategy formulation process for New, Technology-Based Firms: A knowledge-based approach, an action research study"</i> <p>Supervisor: Prof. Sandra Charreire Petit - Université Paris-Sud 11 (France)</p> <p>Committee:</p> <p>Prof. Gherardi Silvia - University of Trento (Italy)</p> <p>Prof. Papoulias Demetrios – National and Kapodistrian University of Athens</p> <p>Prof. Huault Isabelle – Université Paris Dauphine 9 (France)</p> <p>Prof. Lecocq Xavier – IAE Lille (France)</p> <p>Prof. Perret Véronique – Université Paris Dauphine 9 (France)</p>
09/2003 – 10/2004	<p>Master, Université Paris Dauphine 9 (France)</p> <ul style="list-style-type: none">• <i>DESS (MSc), "Management of Innovation and Technology"</i> <p>Dissertation: "Technology foresight for the development of wind parks in inhabited islands at the Aegean sea"</p>
09/1995 – 01/2001	<p>Bachelor, Department of Economics, National and Kapodistrian University of Athens</p>
01/1998 – 06/1998	<p>Erasmus, Business School, University of Central England, Birmingham (UK)</p>
2. TEACHING EXPERIENCE	
9/2019 -	<p>Assistant Professor, National and Kapodistrian University of Athens, Department of Business Administration</p>
10/2018 – 9/2018	<p>Assistant Professor, National and Kapodistrian University of Athens, Department of Business Administration</p>
02/2011 – 6/2018	<p>Instructor, National and Kapodistrian University of Athens, Department of Economics – <i>in-house Master of Science for Alpha Bank executives</i></p>
10/2014 – 9/2017	<p>Instructor, National and Kapodistrian University of Athens, Department of Economics (<i>"Entrepreneurship in Action" program</i>).</p>
09/2014 -	<p>Instructor, National and Kapodistrian University of Athens, Department of Economics (distance learning postgraduate program of 'Applied Economics and Finance).</p>
10/2011 -	<p>Professor, Business College of Athens (BCA) – Plymouth University (<i>MBA and MBA for Executives</i>).</p>
09/2015 -	<p>Instructor, National and Kapodistrian University of Athens, Department of Economics (<i>executive training for executives of the Wholesale Banking department of Alpha Bank</i>).</p>

09/2010 – 9/2017	Adjunct Lecturer , National and Kapodistrian University of Athens, Department of Economics
07/2016	Instructor , National and Kapodistrian University of Athens, Department of Economics for TYPET executives
06/2014 - 05/2015	Instructor , IME GSEVEE (Teaching “Management of Innovation and Business Clusters” for entrepreneurs at Athens, Patra, Herakleio)
3. RESEARCH WORKING EXPERIENCE	
04/2016 – 9/2018	Researcher – Scientific Advisor , KiNNO Consultants (project INSPIRE (INtegrated Support of oPen Innovation pROfessionalization initiative – HORIZON 2020). KiNNO Consultants is participating as a partner. Lead partner: University of Brighton(UK).
06/2016 -	Researcher – Scientific Advisor , KPAD Ltd (UK, Research and Development Services in the Agrofood industry) project KATANA (Emerging industries as key enablers for the adoption of advanced technologies in the agrifood sector – HORIZON 2020). Lead partner: Baden-Württemberg: Connected e.V.(GER)
05/2003-09/2003	Researcher , National and Kapodistrian University of Athens, Department of Economics <ul style="list-style-type: none"> • Research project: “Changing Public Corporate Governance”, Supervisor: Prof. Dem. Papoulias
05/2001 - 11/2001	Researcher , National and Kapodistrian University of Athens, Department of Economics <ul style="list-style-type: none"> • Research project: “Socially responsible investing in the pension fund industry”, Supervisor: Prof. Dem. Papoulias
4. WORKING EXPERIENCE (ACADEMIA)	
10/2014 -	Coaching entrepreneurial teams , National and Kapodistrian University of Athens, Department of Economics (Coaching entrepreneurial teams in the framework of the “Entrepreneurship in Action” program)
06/2012 – 10/2015	Entrepreneurship Consultant , National Technical University of Athens, Unit of Innovation and Entrepreneurship <ul style="list-style-type: none"> • Creation and support of university spin-off companies. In total 93 teams were supported. Startups created (e-NIOS, Crowdpolicy, Appraisify, EasyKENAK, Trustporter, Hummerus Robotic Arm, Nikos Leventakis, BOTA Systems, GEOMISO, SARM, TradeScraper, web4thejob, Chemecon, TripSleep, Arvious). • Networking of the Entrepreneurship Unit with the Greek startup ecosystem
07/2012-12/2012	Scientific advisor , National Technical University of Athens <ul style="list-style-type: none"> • Participation in the study “Innovathens Project: Actions to promote innovation and entrepreneurship in Athens”
5. WORKING EXPERIENCE (PRIVATE SECTOR)	
06/2016 – 9/2018	CEO, Co-Founder , Saint Startup
06/2016 – 9/2018 02/2015 – 12/2015	Strategy and innovation consultant , The Athens Incubator, Athens Chamber of Commerce and Industry (THEA).
04/2007 – 9/2018 09/2016 – 12/2016	Strategy, innovation and entrepreneurship consultant , Free lancer <ul style="list-style-type: none"> • Business strategy and development of the business plan for Natura Pharma SA (Pharma – Cosmetics). In collaboration with STOCHASIS Business Consultants SA.

04/2016 – 08/2016	<ul style="list-style-type: none"> • <i>Coordination of business consultants for the entrepreneurship actions of the Attica Broadband program for the National and Kapodistrian University of Athens (European Globalisation Adjustment Fund - EU)</i>
01/2016 – 05/2016	<ul style="list-style-type: none"> • <i>Organizing and writing the proposal for the project GAZELLE (Organizing Acceleration for High-Potential Innovative SMEs) in the framework of the BALKAN MED program. Lead partner: Athens Chamber of Commerce and Industry.</i>
10/2015 – 04/2016	<ul style="list-style-type: none"> • <i>Business strategy planning for MSCOMM GROUP SA (advertising)</i>
09/2015 – 11/2015	<ul style="list-style-type: none"> • <i>Study: "From the idea to the market: How modern corporations develop, exploit and fund innovation" for the Hellenic Federation of Enterprises (SEV)</i>
07/2015 – 10/2015	<ul style="list-style-type: none"> • <i>Innovation plans for the following members of the Hellenic Confederation of Professionals, Craftsmen & Merchants (GSEVEE):</i> <ul style="list-style-type: none"> - Vision Software - Pharmatune - Traveling College - Θέατρο Χώρα
4/2015 – 8/2015	<ul style="list-style-type: none"> • <i>Consulting services in the field of business strategy for the following members of the Hellenic Confederation of Professionals, Craftsmen & Merchants (GSEVEE):</i> <ul style="list-style-type: none"> - 01 Mechatronics - toparamithimou.gr
11/2014 – 09/2015	<ul style="list-style-type: none"> • <i>Study for the development of the structure, the deployment of the research methods and the creation of a road map in relation to 53 sectoral and local level studies for members of the Hellenic Confederation of Professionals, Craftsmen & Merchants (GSEVEE) which were commissioned to external consultants.</i>
10/2014 – 04/2015	<ul style="list-style-type: none"> • <i>Business strategy and development of the business plan for NIKOLIS GROUP AE (Jewelry). In collaboration with STOCHASIS Business Consultants SA.</i>
09/2014 – 12/2014	<ul style="list-style-type: none"> • <i>Business strategy and development of the business plan for ELEMKO SA (Lighting protection systems). In collaboration with STOCHASIS Business Consultants SA.</i>
04/2014 – 05/2014	<ul style="list-style-type: none"> • <i>Business strategy and development of the business plan for Synthesites Innovative Technologies Ltd (Composite materials)</i>
01/2014 – 01/2015	<ul style="list-style-type: none"> • <i>Inspections on the implementation and certification of quality management systems in the health service sector on behalf of VresGiatro Network OE</i>
07/2013 – 09/2013	<ul style="list-style-type: none"> • <i>Study: 'Evaluation of SMEs support structures implemented in other EU countries' on behalf of the Hellenic Confederation of Professionals, Craftsmen & Merchants (GSEVEE). In collaboration with STOCHASIS Business Consultants SA.</i>
04/2013 – 07/2013	<ul style="list-style-type: none"> • <i>"Innovation guide" for the Hellenic Confederation of Professionals, Craftsmen & Merchants (GSEVEE)</i>
08/2012 – 02/2013	<ul style="list-style-type: none"> • <i>Development and implementation of the market entry strategy for the internationally patented product DV4CAR.COM (car accessories). Participation at the Automechanika Frankfurt and development of a network of representatives in 12 countries.</i>
01/2012 – 11/2012	<ul style="list-style-type: none"> • <i>Business strategy and development of the business plan for Astrofos Lighting Technologies Ltd (LED lighting control systems)</i>
05/2011 – 07/2011	<ul style="list-style-type: none"> • <i>Consulting services to the Athens International Airport for the implementation of a Leonardo project. In collaboration with KEK Anaptyxi SA.</i>
03/2007 – 06/2007	<ul style="list-style-type: none"> • <i>Study on "Innovative trends in the health services industry" on behalf of A'DYPE Attica in the framework of the project ARIACT (Regional Innovation for Attika)</i>
11/2015 – 6/2017	<p>Business strategy and business development, 01Mechatronics <i>Formulation of the business strategy and business development for the robotics startup 01Mechatronics (world's tiniest motor control for robotics applications - miniaturization)</i></p>
01/2005 - 05/2012	<p>Business incubator coordinator/EU project manager, European Commission Business and Innovation Center of Attika</p> <ul style="list-style-type: none"> • <i>Coordination of the BIC of Attika Incubator at the Lavrion Technology Park</i> • <i>Coaching of the incubatees</i> • <i>Project management of EU projects (proposals, project management, and scientific advisory). Participation in the implementation of the following projects.</i>

- *2InS Clusters (S.M.E.s' Innovation and Internationalization Support Clusters) - MED Program*
- *KnowInTarget (The KNOW-IN TARGET Framework: KNOWledge and INnovation TARGETed Dissemination Framework) - MED Program*
- *KnowInG (Knowledge Intelligence and Innovation for a sustainable Growth) - MED Program*
- *SusTEn Mechanism (Sustainable Tourism Entrepreneurship Mechanism: Approaching Territorial Sustainability through Developing Tourism and Culture based Entrepreneurship) - MED Program*
- *MACC BAM (Measures to Accelerate the Mediterranean Business Angel Market) - MED Program*
- *ICE (Incubators for Cultural Enterprises) - MED Program*
- *SEPA (Sustainable and Equipped Productive Areas) – South East Program*
- *NAVOBS + (Expanding the NAVOBS network of GMES users in order to factor out common needs and instigate economies of scale in service delivery which will help SMEs - GMES service providers or customers)- FP6*
- *KnowShycles (Knowledge and Innovation Cycles: A Framework Supporting Knowledge and Innovation Management and Transfer in the wider Agro-Food Sector) – INTERREG IIIB ARCHIMED*
- *PALAIS (Patrimoine Architectural Local et Aménagement Innovant et Stratégique) - INTERREG IIIC Zone Sud*
- *SCORE-NET (Sustainability and Competitiveness for Regions Network) - INTERREG IIIB ARCHIMED*
- *MODELE (MOdel of DEvelopment of Local system to support the Enterprises) - INTERREG IIIC Zone Sud*
- *Post Olympic Entrepreneurship (Development of post Olympic entrepreneurial activity) - EQUAL B' CYCLE*
- *SEEDS (Sustainable and Effective Entrepreneurship's Development Scheme) - INTERREG IIIB/ CADSES*
- *BASE (Building on the Asset of Experience) Article 6/ESF*
- *DETECT-IT (A dedicated network of incubators to detect and favour SME participation to FP6) – FP6*
- *ARI – ACT (Information Society for the Quality of Life in Region Of Attika) – Innovative Actions Program*

03/2001 – 11/2001

MP Artproductions

02/1999 – 12/1999

- *Organization of art exhibition and events (ArtAthina) – on a project basis*

01/2000 – 12/2000

Junior Marketing Manager, Proche ΕΠΕ

- *Development of the Healthious.gr portal (1st Greek health portal)*

07/1996 – 09/1998

Junior Marketing Manager, Philip Morris Hellas

- *Organizing promotional activities and market research (on a project basis)*

10/1997 – 09/1999

Data collection, Galanis Sports Data AE

- *Organizing data collection for sport events (football, basketball, athletics)*
- *Participation in the organization of the accreditation and the collection and analysis of statistical data for the World Basketball Championship Mundobasket FIBA 1998*

07/1997 – 08/1998

Responsible for the German Athletics team, World Athletics Championships IAAF Athens 1997

6. SCHOLARSHIPS

09/2007 – 11/2007

U.S. Marshall Memorial Fund Fellow: "Study tour for young European leaders in the U.S." (Washington DC, New York, North Carolina, Denver, Seattle, Lincoln- Nebraska)

10/2003 – 04/2007	<i>State Scholarships Foundation (IKY). Scholarship for postgraduate studies in the field of Management, Transfer and Dissemination of Technology (Scholarship supervisor Prof. Vasileios Papadakis, Athens University of Business and Economics)</i>
01/1998 – 06/1998	<i>Erasmus Scholarship - University of Central England in Birmingham (UK)</i>

7. PUBLICATIONS/PRESENTATIONS

2021	Livieratos, A. and Dimas, A. Spice up your entrepreneurship class. Print money, XXXII ISPIIM Innovation Conference, Innovating our common future, Berlin, 20-23 June
2021	Livieratos, A. and Dimitrakopoulos, Y., Accelerating technology transfer in a Deep Tech World, Professional Development Workshop presented at the XXXII ISPIIM Innovation Conference, Innovating our common future, Berlin, 20-23 June
2021	Livieratos, A. and Angelakis, A. A local family business entering a European niche market: The open innovation journey of PTL, 1st International Applied Business Conference, University of Guelph-Humber, Toronto, 6-7 May
2021	Livieratos, A. and Dimas, A. The 'Educational Crowdfunding Game'. Spurring experiential learning in entrepreneurship classes, 7 th California Entrepreneurship Educators Conference, 15-16 April
2020	Livieratos, A. and Siemos, V., Standardize or customize business acceleration programs? The Archimedes multistage model, ISPIIM Connects Global, Osaka, 6-8
2020	Livieratos, A. and Dimitrakopoulos, Y., Accelerating technology transfer. The "Develop + Protect + Commercialize" model, ISPIIM Connects Global, Osaka, 6-8 December
2020	Livieratos, A., Tsekouras, G., Vanhaverbeke, W. and Aggelakis, A. (2020) Disentangling the OI journey in SMEs through an attention-based view, World Open Innovation Conference, Berkley, 7-9 December
2020	Livieratos, A. and Dimas, A. Spurring experiential learning in entrepreneurship classes, 3rd Entrepreneurship and Family Enterprise Research Conference, 19-20 November
2020	Livieratos, A., Tsekouras, G., Vanhaverbeke, W. and Aggelakis, A. (2020) OI moves in SMEs. Disentangling the Open Innovation Journey, BAM on the cloud, 2-4 September
2020	Livieratos, A., Tsekouras, G., Vanhaverbeke, W. and Tsiliki, G. (2020) OI moves in SMEs. Pathways to success, XXXI ISPIIM Innovation Conference, Virtual, 7-10 June
2019	Tsekouras, G., Figlioli, A, Smilga, Z., Livieratos A., Managing Open Innovation in SMEs: An integrated Methodology to Support Professional Open Innovation Strategies in SMEs. XXX ISPIIM Innovation Conference, Florence, Italy, 17-19 June
2017	Livieratos, A. and Lepeniotis, P. (2017) Corporate Venture Capital programs of European electric utilities: motives, trends, strategies and challenges, The Electricity Journal, Vol. 30, Iss. 2, March
2014	Livieratos, A., Papoulias, D. (2014) Exploration algorithms: How companies are opening up their innovation model. 15th International Continuous Innovation Network Conference (CINet), Opening lecture of the "Open Innovation" session, Budapest, 7-9 September
2013	Livieratos, A. (2013) From the lab to the market, Satellite Event on Innovation and Entrepreneurship, Presentation at the 13 th IEEE International Conference on Bioinformatics and Bioengineering, Chania, Greece, 10-13 November

2012	Livieratos, A., Papoulias, D. and Charreire Petit, S. (2012) Open innovation as an alternative to support growth: The coupled processes emphasized, paper presented at the 18th International ICE Conference on Engineering, Technology and Innovation, Munich, 18-20 June
2009	Livieratos, A. (2009) Designing a strategy formulation process for New, Technology-Based Firms: A knowledge-based approach, Electronic Journal of Knowledge Management, Iss 7, Vol. 2, Special Issue, Selected Papers from the 5th ICICKM, pp. 245-254
2009	Livieratos, A. (2009) Developing a research design supportive framework for constructivist management studies: A meta-analysis of a research project, paper presented at the 8th European Conference on Research Methods in Business and Management, Valletta, Malta, 21-22 June
2008	Livieratos, A. (2008) Designing a strategy formulation process for New, Technology-Based Firms: A knowledge-based approach, paper presented at the 5th International Conference on Intellectual Capital and Knowledge Management and Organisational Learning, 9-10 October, New York
2007	Livieratos, A. (2007) A knowledge based framework for developing business incubator strategy in less developed institutional environments, paper presented at the Global Knowledge-Based Development Week, Monterey, Mexico, 15-21 October
2007	Livieratos, A. (2007) A Knowledge based framework for developing business incubator strategy in less developed institutional environments: The case of BIC of Attika incubator, paper presented at the 8th European Conference on Knowledge Management, Barcelona, 6-7 September
2007	Balios, D. and Livieratos A. (2007) Ethical Investing and Volatility: A theoretical perspective, International Research Journal of Finance and Economics, Iss. 9, pp. 105-110

8. BOOKS/PARTICIPATION IN BOOKS

Under publication	Livieratos, A. (Ed) SaintStartup: From the idea to the market, The book is part of the SaintStartup application and will be published in English by the publishing platform Pubbuh (free on the internet).
2013	Livieratos, A. (2013) Innovation guide for SMEs, IME GSEVEE, Athens (in Greek)
2011	Livieratos, A., Papoulias, D. and Charreire Petit, S. (2011) Developing an open innovation growth strategy for New, Technology-Based Firms: The case of A-Lighting, in de Pablos Heredero, C. (ed) Open Innovation in Firms and Public Administrations: Technologies for Value Creation, IGI Global

9. RESEARCH IN PROGRESS

	Livieratos, A. and Dimas, A. (2017) Add some spice to your entrepreneurship classes: Print money (under revision, Journal of Management Education)
	Livieratos et al. (2017) Saint Startup: Setting KPIs for early stage startups (research in relation to the development of the Saint Startup software/web application).
	Livieratos, A. and Papoulias (2017) ' <i>Innovation follows strategy</i> ': From innovation typology to innovation strategy

Livieratos, A. (2017) Downstream open innovation in low tech industries: The case of Creta Farms

Livieratos, A. (2017) Are norms, rules and institutions the sum of social behavior or is social behavior a reflection of institutions, norms and rules? The grammar metaphor.

Livieratos, A. (2017) Exploration algorithms in Open Innovation: The case of Bayer

10. TRAINING

06/2016

“Train the trainer for Intellectual Property in Universities”, European Academy Seminar, European Patent Office

06/2016

“Digital Marketing”, Google

11. LANGUAGES

Greek

Mother tongue

German

Mother tongue

English

Full professional proficiency

French

Full professional proficiency

12. ADDITIONAL INFORMATION

Distinctions

2010 - Nominee for the “European BICs Network Smart Entrepreneurship Prize 2010” in the category ‘Collaborative models’ as a strategy consultant for Astrofos Lighting Technologies Ltd, Burgos, Spain

1993 – Third Greek junior champion – High jump

Social skills and competences

Good ability to adapt to multicultural environments, gained through my academic experience abroad and through my collaboration with European partners in the framework of EU projects

Team spirit

Good communication skills gained through my experience as researcher, business consultant and EU project manager

Organisational skills and competences

Leadership

Coaching και Mentoring

Sense of organization

Experience in project management

Computer skills and competencies

Windows, Προγράμματα MS-Office programs (Word, Excel, Visio)

Artistic skills and competences

Photography, Industrial Design

Driving licences

A, B