



# GEORGIO STERGIU

Entrepreneur | Innovator | Strategist

## Contact

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 Samos, Greece



## About Me

Driven by a passion for entrepreneurial empowerment I am dedicated to pioneering industry-changing processes and technologies that create meaningful impact. As the founder of several companies spanning diverse markets, I have launched ground-breaking products and crafted “microconsulting” - an agile, high-impact framework that empowers Start-Ups, VSBs & SMEs, to achieve rapid, transformative results.

My expertise centers on optimizing organizations, processes, and teams, adapting best-in-class global practices to local needs, backed by my PhD research. With a background in developing seminars, creating courses, and authoring five books, I am committed to knowledge-sharing and empowering professionals at all levels.

Throughout my career, I have earned recognition from industry leaders, academic institutions, and government agencies for my role in driving strategic innovation and delivering lasting, measurable outcomes.

## Education

2022 - 2026

**University of the Aegean, GR**

PhD Candidate - Technology Transition for Industry 4.0 using AI

2011 - 2013

**RSM - Rotterdam School of Management, NL**

Global Executive MBA (OneMBA)

1994 - 1998

**City University of London, UK**

BEng (Hons) in Aeronautical Engineering

## Experience

Over 20 years in entrepreneurship, business growth, and product development, An advocate of value innovation and differentiation strategy, with deep expertise in technological challenges within Industry 4.0, SMART solutions, XR and AI.

## Additional Training

- AI Prompt Engineering: PhD research, University of the Aegean, GR
- Industry 4.0 best practices: GRP Mexico & xintrix S.R.L, MX
- Innovation Management: ecocarspa. & xintrix, MX
- Strategic Differentiation: EGADE University, MX
- Business Development: 50+ Seminars in Entrepreneurship, Best Business Practices, Executive Coaching, Management, Leadership, Sales, Marketing, UK, NL & MX
- Entrepreneurship & Sales: Trained 30,000+ professionals in the UK, NL, MX, GR
- Social Media Branding & Marketing: VKSapp, CA & GR
- Helicopter Flight Engineer: Hellenic Army Aviation, GR
- Private Pilots License: Britannia Flight School, USA

## Languages

- Greek: Native
- English: University & Business
- Spanish: Business
- Dutch: Basic Understanding
- Chinese: Beginner

# Career Summary

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I thrive in high-growth, dynamic environments, with high levels of uncertainty, where change and ambiguity demand resilient leadership.

With 20+ years as a global entrepreneur and executive, I've founded and scaled companies, including Start-Ups, SMEs & VSBs, in five markets and seven industries, shaping them through leadership, innovation, and technology-driven solutions. In developing and delivering greenfield projects I've built high-performing, profitable teams from the ground up and have directly recruited and led teams of up to 120, while at times overseeing five business locations, supporting training academies, and training the trainers.

As a differentiation strategist, I've pioneered market-leading products, established a new product category ahead of its time, and created two consumer products. My Industry 4.0 expertise has supported transitions for government, industry, and academia into the new industrial era. As a PhD candidate, I am creating an AI-driven Technology Acceptance Methodology for Industry 4.0, with a focus on AI, SMART technological solutions, and Extended Reality.

I bring a culturally intelligent, data-driven, and analytical approach to solving complex problems on a global scale. Educated in 12 countries, an alumnus of 7 global universities, and leader of the Greek Alumni for Masters at Rotterdam School of Management - RSM and ERASMUS University (NL). I have trained over 30,000 professionals in entrepreneurship, emotional intelligence & sales best practices, in five countries, resulting in substantial profitability gains for businesses and organizations.

## Achievements

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- Co-created new product category & product differentiation - Industry 4.0 solutions
- Developed Blue Ocean Strategy for Software Solutions company - xintrix SRL
- Co-developed "augmented" consulting services - SMART manufacturing
- Created "microconsulting" methodology - Quick and agile solutions for Start-Ups, VSBs & SMEs
- Developed franchise business model for innovative water conservation company- ecocarspa
- Co-developed business management application for water conservation solutions startup - ecocarspa
- Invented "YS Bottle" - Achieved consistent effervescence quality in drinks, up to the last glass
- Achieved a 2% efficiency increase in wind turbines - Innovative use of the Bernoulli principle
- Scholarship: Onassis Foundation Institute for Masters of Aerospace Engineering in Embry-Riddle Univ., USA
- Internship: Airbus Customer Support Services Division, - Offered four job positions, FR

## Skills & Competences

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### Process Knowledge:

Entrepreneurship, Industry 4.0, AI, Immersive Technologies, Business Profit \$ Revenue Growth, Patents & Innovation, Product Development Management, Value Innovation, Differentiation Strategy, Performance Management, Project Management, Interim Management, Consulting, Business Coaching, Internet Marketing, Vlogging & TV, Sales & Marketing, Travel & Tourism, Real Estate, Import Export, Hospitality.

### Systems Knowledge:

- SMART Software Solutions
- AI

### Industry Knowledge

Entrepreneurship, Start-Ups, Industry 4.0, Immersive Technologies, Aeronautics, Manufacturing, Business Operations, Innovation, Sustainability, Executive Coaching & Consulting,

# Experience

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## CEO & Co-Founder RedVelvetXR

2021 - Present

### Athens, Greece

Red Velvet XR is creating Extended Reality Journeys. The company empowers organizations and developers who aspire to conquer Virtual, Augmented, and Mixed Reality by offering tailor-made, end-to-end XR strategy, applications, and service industry-specific solutions. Using an innovative approach Red Velvet XR supports:

- Transitions to Extended Reality, including Industry 4.0 specific demands,
- Tailor-made XR applications, and
- Augmented services and educational Partnerships. By combining over 20 years of global experience in consulting & business development, with XR & industry 4.0 best practices,

RedVelvetXR enhances clients' productivity and training capabilities, optimizes performance, promotes collaborative working, allows the engagement of customers efficiently, and increases revenues and cost reductions. Although the company had a fast start, we had to pause our growth as we are currently, the company is on hold while we are assessing new members for our developers team.

## MD & Co-Founder StergiouRealty

2023 - Present

### Samos, Greece

Stergiou Realty is the fastest-growing real estate business in Samos. As a company it delivers value-driven real estate end-to-end solutions, viewing each transaction as an opportunity to exceed expectations through transparency, reliability, and expertise. With a strong foundation in the local market, the company leverages the latest technologies and a client-focused approach to providing high-quality brokerage services that save time and meet each customer's specific needs.

#### Achievements:

- The company has built a community of nearly 6,500 members on our social media platforms and is looking to expand into neighboring islands.
- Our team has combined local insight with global experience to deliver a streamlined, impactful property journey tailored to locals and international partners, utilizing strong strategic partnerships in Greece and abroad. As a result, we have daily requests from customers to work with us.

## Founder at www.aboutsamos.com

2016 - Present

### Samos, Greece

About Samos is a comprehensive platform dedicated to enhancing visitors' experiences on the island of Samos, Greece. The website offers detailed information about the island's regions, attractions, and activities, aiming to provide an authentic perspective through the eyes of locals.

Services include regional tours, unique experiences such as nature, culture, art, and holistic activities, and property services encompassing sales, rentals, construction, maintenance, management, and branding. Additionally, the platform assists with ferry ticket bookings for island hopping to destinations like Ikaria, Patmos, Mykonos, Santorini, Symi, and Naxos.

#### Achievements:

- Formulated & implemented "Blue Ocean" strategy to achieve differentiation & value innovation.
- Aligned image, new brand, structure, and created webpage, internet marketing, sales, etc.
- Built company from concept to realization, streamlining operational performance.
- Cultivated, coordinated, and negotiated all internal and external communication, network, strategic alliances, marketing, financial, etc.
- Developed a holistic approach, to the local region's development.
- Partnered with 50+ key businesses & offered quick business turnaround consulting support.
- Currently, the number one site in Google searches about the island (30% of total island traffic 2024) with over 130.000 annual visitors.

**Interim Executive at XINTRIX S.R.L.  
Monterrey, Mexico & Athens, Greece**

2014 - 2021

Hand-selected by partners to orchestrate entry into new markets (Mexico & Americas). Built the company from concept to realization, streamlining operational performance. Formulated and implemented entry into the market, strategy & marketing. Balanced short and long-term ROI needs, increasing profit margins by 40%. Orchestrated discussions with investors and clients securing contracts ahead of time. Responsible for webpage creation, internet marketing, sales & network.

**Achievements:**

- Created innovative new products, product categories, and payment models (3 new).
- Build a new brand, webpage, and internet marketing, reducing by 225% marketing costs.
- Identified unique financing savings of 70% to clients through government initiatives.
- Developed and implemented a differentiation strategy leading to value innovation.
- Cultivated, coordinated, and negotiated all internal and external strategic alliances, including private and governmental organizations and industrial groups.
- Raised partner company value by \$8M.
- Business case written by EGADE University on strategy & marketing approach created.
- Presented company to over 130 global OneMBA 2015 LATAM residency students.

**Founder at OPA Natural Healing Products  
Samos, Greece**

2017 - Present

Created OPA as a way to “preserve knowledge”, in the process saving knowledge of hundreds of years, about to be lost. Manufactured the product, and developed the brand, marketplace, and strategy, generating sales in local and foreign markets.

**Achievements:**

- Our products have been exported to 8 different countries, with demand growing every year.
- We placed our products in one of the largest pharmacies in Paireus, in Athens.
- We have performed market research which allowed us to identify new product needs.
- We have developed 4 more additional products, with their brand and tested those.
- We have discussed with the largest franchise of Greek tourist shops for placing our products in multiple locations in Greece and expanding the diversity of offerings.

**Marketing Contributor at VKSapp, Industry4.gr & Quora  
Toronto, Canada & Athens, Greece.**

2018 - 2020

Handpicked by both companies to contribute to Industry 4.0-related topics on US & EU markets. Investigate market trends & client needs on a global scale. Published 10 Industry 4.0-related articles & blogs on LinkedIn, Quora & company site.

**Achievements:**

- One of Quora's top Industry 4.0 knowledge contributors.
- Over 1000 followers and readers of my articles on LinkedIn.
- Personal blogs on my website have had over 21000 reads

**Managing Director & Co-founder at ecocarspa  
Monterrey, Mexico**

2013 - 2016

Built operations from zero to 12 people, 8 locations, 1500 B2C & 12 B2B clients. Created brand, marketing, and strategic approach, defining key target audiences. Orchestrated business processes and managed day-to-day operations.

Achievements:

- ·Doubled the size of the company every year, for 3 years in a row.
- ·Increased staff performance by over 30% & raised profitability by over 60%.
- ·Differentiated company from competitors, leading to new business opportunities.
- ·Increased workers' turnover by over 200% from the industry standard.
- ·Created training programs, ensuring optimal quality (sales and customer service).
- ·Improve customer satisfaction by over 20% and achieved 40% product cost reductions.
- ·Presented company to clients, investors and strategic partners. Won start-up award.
- ·Delivered 32M liters savings of water in Nuevo Leon region, Mexico.

**Managing Director & Partner at Wings Consulting & Business Development,  
Monterrey, Mexico**

2011 - 2013

Built the company from concept to realization and secured clients in Mexico. Managed operations, brand, marketing & strategic approach. Created all company processes & training.

Achievements:

- ·Achieved consulting success rate of over 90%.
- ·Client average profit improvements of over 30%.
- ·M&A client value raised by over 80%.

**Managing Director & Founder at Wings Marketing and Management Training BV,  
Rotterdam & Den Haag, Netherlands**

2007 - 2011

Managed daily operations, including recruitment, administration, people, and sales. Supported growth of operations to 8 locations and expansion to Belgium. Trained all trainers of the EU training academy and streamlined training processes. Managed South Holland territory. Trained Rotterdam location in the field (D2D) & in-house. Created all company processes & training.

Achievements:

- ·Delivered over €25M worth of sales to clients (B2C energy & security).
- ·Initiated new sales division (B2C events) in the Netherlands.
- ·Increased newcomers' performance by 20% and retention by 35%.
- ·Achieved 65% office growth, 143% sales growth, and 12% quality improvement.
- ·Training materials & processes created became "Best Training Practices" in Benelux.
- ·Office reached number 1 in sales volume across 180 EU offices, within 6 months.
- ·Office became the 3 most profitable Dutch offices for over 12 months in a row.
- ·Office received 37 awards on sales growth, business development & team building.

**Managing Director & Founder at Eloquent Marketing UK Ltd,  
London & Luton, United Kingdom**

2002 - 2007

Learned D2D sales, recruitment, sales, and “trainer the trainer”, training practices. Built office from zero to full operational level, personally training the whole office. Responsible for daily company operations, ensuring expansion into two new locations.

**Achievements:**

- Office reached multiple times the top 3 performers in the UK (out of 132 offices).
- Delivered over £32M worth of sales to clients (B2C energy).
- Invited to over 30 local & global “Rising Star & Best Practices” meetings.
- Office received 42 awards on sales growth, business development & team building.
- Invited to support the country head of Benelux with expansion.

**Hellenic Army Aviation, Private - Helicopter Flight Engineer  
Greece**

2000 - 2001

Hellenic Army Aviation is part of the Greek Armed Forces. I served 18 months as part of the National Service in Greece. The unit has light aircraft and attack helicopters.

**Achievements:**

- Trained as a flight engineer for UH-1H helicopters (Huey). Posted in “Directorate of Inspection & Quality control”.
- Responsible for newcomers' training, technical library, and translations of manuals.

**Airbus Industrie - Intern - Customer Support Services Division  
Toulouse, France**

1998 - 1999

Airbus Group SE is a European multinational aerospace and defense corporation.

**Achievements:**

- Led and completed over 60 cross-departmental projects saving the company millions of euros. Projects included Airbus maintenance facility guide, purchase agreements analysis, budgetary leasing estimations, etc.
- Supported client presentations with state heads, and VIP on a number of occasions.
- Offered positions within Airbus directorates of Customer Support Services, Marketing, Military, Engineering & Sales.