

Marios Constantinides, MSc

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As an enthusiastic computer science graduate, I bring three years of valuable experience in the technology industry and distribution. Currently pursuing my master's degree in Human-Computer Interaction Design has fueled my passion for crafting innovative solutions that enhance user experiences and bridge the gap between technology and end-users. I thrive on challenges that push me to expand my skills and continue my professional growth.

SKILLS & PROJECTS

- **UX/UI Projects (MSc Human-Computer Interaction Design)**
 - **KitchenMate App:** Interaction Design, Axure RP10, User Research, Personas, Interviews, Wireframing, Prototyping, User Journey (**Mark: 73%**)
 - **Expert Accessibility Audit for stemettes.org:** Accessibility, Inclusivity, Audit, WCAG 2.1 (**Mark: 78%**)
 - **Moderated usability testing 1:1 for the crisis.org.uk website:** Qual & Quant research (**Mark: 75%**)
 - **Web Development:** HTML/CSS/JavaScript, create a custom website of your interest from scratch: <https://wdd.mc580.repl.co/index.html> (**Mark: 72%**)
- **Professional Skills:** Teamwork, Leadership, Organization, Communication
- **Technical Skills:**
 - Microsoft 365 Fundamentals (Certified), Cloud Hero Expert - Microsoft Cloud Sales Academy (Certified), Azure Fundamentals (Certified), Azure Data (Certified)
 - Programming Languages: Java, Python, PHP, HTML5, CSS, JavaScript, Ajax, VB
 - Platforms: Axure RP 10, Figma, Miro, Dreamweaver, Microsoft Dynamics Navision ERP, Adobe CC
 - Databases: MySQL, SQLite and MariaDB

EDUCATION & LANGUAGES

- **Education:**
 - MSc. Human-Computer Interaction Design, City University London (Expected Grade: First)
 - BSc. Computing for Business and Management, University of Sussex (Grade 2.1)
 - Dasoupoli High School (Grade 19/20) – Nicosia, Cyprus – 2013
- **Languages:** Greek (Native Language), English (Full Professional Proficiency), Spanish (Elementary Proficiency), Arabic (Elementary Proficiency)

WORK EXPERIENCE

LOGICOM PUBLIC LTD (October 2019 – July 2022)

During my time at Logicom Public Ltd, I was assigned various roles simultaneously, from which I gained valuable experience in B2B and SaaS sales, developed strong skills in client engagement and consultation, and got equipped with a diverse skill set and comprehensive understanding of the technology industry.

VMware Product Manager:

- Working closely with VMware's representatives to promote new product solutions/engage new clients
- Identifying Market Trends and proposing valuable and desirable solutions to clients
- Providing consulting services and demonstrations to clients

Cisco Sales Administrator – Operations (B2B Sales):

- Customer engagement from New \ Existing Orders to Post-Sales support:
 - Customer engagement and configuration management/consultation across EMEA Markets (Cyprus & Malta)
 - Identification & Development of new and emerging opportunities
 - Orders management, such as quotations for new and existing customers
 - Configuration Management and Verification
 - Post-Sales Technical & Logistics Support
- Mentoring and training new employees

Microsoft Pre-sales Certified Consultant:

- Working closely with the Greek and Cypriot Microsoft Representatives to suggest and evaluate Azure Cloud Solutions/Migrations and Microsoft 365(Office365) opportunities for new or existing customers in Cyprus and Malta.
- Providing technical guidance and demonstrations for finalising and sealing deals
- Creation of Audiovisual material regarding MS Teams to facilitate engagements and educate our Mediterranean & Middle Eastern Colleagues & Partners during Covid-19.

Account Manager for 15 Microsoft Partners:

- Ongoing Partner Analysis to identify and develop new cross-company opportunities.
- Soft sales diplomacy through direct assistance and cross-talent development for Microsoft Certification management, seminars, webinars, and other Microsoft events.

NATIONAL GUARD OF CYPRUS (July 2013 – July 2015):

Served for 2 years as a Sergeant in the National Guard of Cyprus in the Demilitarized Buffer Zone in Nicosia.

- Leadership and Responsibility of Personnel and Armory for Platoon-level resources
- Development of a digital system for the management of the platoon's personnel, ammunition, resources, and exercises
- Supervising the training and duty activities of the platoon (100 Soldiers)

VOLUNTEERING

- Off-Hour Mentoring & Education of Microsoft Teams to fellow colleagues and their families to enable them to succeed in remote learning and Work from Home during the initial COVID-19 lockdowns.
- Mentoring/Tutoring for a Middle School student (Mathematics, English, Computing)

PERSONAL INTERESTS AND EXTRACURRICULAR

- **Travelling:** USA, Mexico, England, Wales, Spain, Belgium, France, The Netherlands, Germany, Austria, Czech Republic, Poland, Greece, Israel, United Arab Emirates, Thailand
- **Music:** Guitar, Base, Piano, Vocals
- **Sports:** Football, Basketball

REFERENCES

Dr. Natalia Beloff

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