



Danai Katsanta

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WORK EXPERIENCE

04/2019 – CURRENT – Patras, Greece

EUROPEAN PROJECTS MANAGER – ACHADE-ACHAIA CHAMBER'S DEVELOPMENT ENTITY

1. Monitoring, management and implementation of European co-funded projects (ETCP GREECE –ITALY 2014-2020, ENI CBC MED PROGRAMME 2014-2020, INTERREG V-B ADRIAN PROGRAMME) and National (Regional) co-funded project (National Strategic Reference Framework (NSRF) 2014 to 2020)
2. Involvement to the development of European project proposals
3. Participation in European conferences, official project and scientific meetings.
4. Implementation of European Projects of Development, Entrepreneurship, Technology, Environment, Culture, Education and Training.
5. Member of the following project teams as Project or Communication Manager:
6. SPARC-"*Creativity Hubs for Sustainable Development through the Valorization of Cultural Heritage Assets*" (ETCP GREECE –ITALY 2014-2020)
7. NETT-"*Network of Theatres for the valorization of Cultural and Natural Heritage to develop a Sustainable Tourism*" (ETCP GREECE –ITALY 2014-2020)
8. TRACES-"*TRansnational Accelerator for a Cultural and Creative EcoSystem*" (ETCP GREECE –ITALY 2014-2020)
9. PITSTOP-"*Innovation Pathways for Urban development*" (ETCP GREECE –ITALY 2014-2020)
10. TeleICCE-"*Promotion of Teleworking and Massive Open Online Course (MOOC) Training for Increased Cluster Competitiveness and Employment*" (ETCP GREECE –ITALY 2014-2020)
11. CREATIVE@HUBS-"*Holistic networking of creative industries via hubs*" (ETCP GREECE –ITALY 2014-2020)
12. ECONAUTINET-"*Network's support for SMEs in the Nautical sector of the Adriatic-Ionian Region*" (INTERREG V-B ADRIATIC IONIAN PROGRAMME)
13. FUTURE 4.0-"*ManuFactUring educaTion and training governance model for IndUstry 4.0 in the Adriatic-Ionian aREa*" (INTERREG V-B ADRIATIC IONIAN PROGRAMME)
14. MEDST@RTS-"*Med microfinance support system for start-ups*" (ENI CBC MED 2014-2020)
15. INTECMED-"*Incubators for innovation and technological transfer in the Mediterranean*" (ENI CBC MED 2014-2020)
16. DIGITAL ENTERPRENEURIAL ECOSYSTEM OF ACHAIA CHAMBER (NSRF 2014-2020)
17. ECONAUTINET-PLUS-"*Network's support for SMEs in the Nautical sector of the Adriatic-Ionian Region*" (INTERREG V-B ADRIATIC IONIAN PROGRAMME)
18. FUTURE 4.0-PLUS-"*ManuFactUring educaTion and training governance model for IndUstry 4.0 in the Adriatic-Ionian aREa*" (INTERREG V-B ADRIATIC IONIAN PROGRAMME)
19. REST@RTS-"*Rest@rts- Reinforcing Med Microfinance Network System for Start – Ups*»

06/2017 – 12/2018 – Patras, Greece

EU RESEARCH & DEVELOPMENT EXPERT – REZOS BRANDS SA

European Research & Development Department

Main activities & responsibilities:

- Networking with partners
- Consortium synthesis
- Project Proposal & budget breakdown writing & submission
- Research on topics: agriculture (+ agro-food), entrepreneurship, technological innovation, culture, tourism, trade
- Preparation of statistical, technical (interim/progress), final reports
- Evaluation of project progress

- European projects coordination and/or management
 - European grants/ programmes/Calls scouting
- Member of the following project teams as Communication or Project Manager:
- SuperGREENLabelFoods-*"Harmonization & Certification of "superfoods"* (Erasmus+ KA2 / Strategic Partnerships
 - SPARKLE-*"Sustainable Precision Agriculture: Research and Knowledge for Learning how to be an agri-Entrepreneur"* (Erasmus+ KA2 / Knowledge Alliances for higher education

Patras, Greece

03/2016 – 05/2017

EUROPEAN PROJECTS COORDINATOR – ERGASIA EKPEDEFTIKI SA

Department of European Policy & Development

Duties among others:

- Scouting for Open Calls
- Scouting for Partners
- Company PIF process
- Networking for Expression of Interest
- Submission of technical progress reports
- Project Proposal Writing, Budget syntaxis, ECAS submission

06/2015 – 12/2015 – Athens, Greece

BUSINESS CONSULTANT – REGION OF ATTICA

Implementation of the Deliverable "Provision of consultancy & support services for the tourist view & promotion of the Region of Attica for the period 2015-2020" , funded by the annual budget of Region of Attica.

Athens, Greece

08/2013 – 12/2015 – Patras, Greece

COMPUTER SYSTEMS DESIGNER AND ANALYST – UNIVERSITY OF PATRAS-SPECIAL ACCOUNT FOR RESEARCH FUNDS

Research Project: *PAYEYS -Prototype System for the support of people with Autism, based on an Intelligent Information System"* was developed in the Management Information Systems & Business Intelligence Laboratory

Acting as: Data Mining Researcher

- Ontology terms creation/edit via Protege tool,
- Production & Testing data mining algorithms,
- Data mining analysis/ application / functionality tests
- Intelligent information system A & Beta testing
- Debug-Error Reproduction
- Manuals Technical writer
- SQL queries writing and analysing
- Constant checking of the PAVEFS CRM system (testing and live)

Acting as Project Manager:

- Preparation of the PAVEFS Proposal Submission (Syntax Proposal & Submission Procedures, drawing up & submitting payment files,
- Assist the Project and/or Technical Manager and all the participants constantly
- Participation as a keynoter to the 14 workshops to a nationwide level in accord to the approved dissemination plan,
- Preperation of the Project Deliverables (Among others: Technical reports, Operational reports, preparation of monthly/3months/6months progress reports, project evaluation report)

Patras, Greece

01/2011 – 12/2015

RECRUITMENT ASSISTANT FOR THE UNDERGRADUATE STUDENT'S INTERNSHIP – BUSINESS ADMINISTRATION DEPT. -PATRAS UNIVERSITY

- Dealing with procedures of preparation and implementation of student placements, evaluation activities, development of mechanisms for the communication with the enterprises, networking with the employment agencies, gathering and recording data evaluation, regulation with students team
- Development and Support of Websites and Internship Data Base

Patras, Greece

10/2010 – 12/2015

AUXILIARY-TEACHING ASSISTANT – BUSINESS ADMINISTRATION DEPT.-PATRAS UNIVERSITY

Laboratory of Management Information Systems and Business Intelligence

Modules: Online Analytical Processing (OLAP), Business Process Model & Notation (BPMN), iDEF0, iDEF3 (ICADefinition for Function Modelling), Microsoft Analysis Visio

Patras, Greece

2012

INSTRUCTION LECTURER – PATRAS UNIVERSITY

Training of doctors of University Hospital of Rion (Patras) in Decision Support Systems and Accounting Information Systems (LAEK 0,45%)

01/2011 – 12/2012

STATISTICAL CORRESPONDENT – GREEK STATISTICAL AUTHORITY

-Yearly, monthly or 3-monthly surveys, data analysis, data collection in the sectors of family income, business income, agricultural activities and statistics, structural features, labour cost, labour market, employment-unemployment, job vacancies, housing census, vital statistics, trade-services,

Patras, Greece

01/2011 – 06/2011

HEAD OF SECTOR AT THE GENERAL POPULATION AND HOUSING CENSUS – GREEK STATISTICAL AUTHORITY

Greece

02/2010 – 11/2011

COLLEGE / UNIVERSITY TEACHING PROFESSIONAL – PUBLIC VOCATIONAL TRAINING INSTITUTE OF PATRAS (DIEK PATRAS)

Teaching Computer modules

Patras, Greece

02/2010 – 06/2011

SCIENTIFIC COLLABORATOR – TECHNOLOGICAL EDUCATION INSTITUTE OF PATRAS (TEI)

Laboratory teaching staff for the Departments of :

- "Mass Media & Informatics"
- "Museology, Museography and Exhibitions Planning"

Patras, Greece

2011 – 2015

SCIENTIFIC-LABORATORY STAFF – DEPARTMENT OF BUSINESS ADMINISTRATION, UNIVERSITY OF PATRAS

Patras, Greece

2011 – CURRENT – Patras, Greece

PROJECT MANAGER – FREELANCER

Writing and syntaxis of European Projects Proposals under the specific call requirements , concentration and eligibility requirements, legal documentation check, familirized with the administrative verification procedures, preparation of contracts and payment files, costs expenditure, drafting ans submitting datasheets of the physical and financial transaction of the project via the appropriate MIS. Experience gained through the Patras University and related to EU funded or co-funded programmes like:

- COSME
- INTERREG
- DG JUSTICE
- BALKAN MED
- HORIZON2020
- NSRF 2007-2013
- NSRF 2014-2020

● **EDUCATION AND TRAINING**

CURRENT – Greece

PHD CANDIDATE IN "MEASURING THE IMPACT OF THE EUROPEAN FUNDED PROJECTS AT THE CULTURAL/TOURISM SECTOR" – University of Patras

Research field: Data analysis tools, Data mining Techniques, European Funding, European Projects

EQF level 8

2008 – 2010 – United Kingdom

MSC IN DIGITAL ART AND TECHNOLOGY – University of Plymouth

Thesis: " The promotion of Digital Culture in Greece: Report and Cases studies"

EQF level 7

2004 – 2008 – Greece

BSC IN CULTURAL HERITAGE MANAGEMENT AND NEW TECHNOLOGIES – University of Ioannina

Specialization in Cultural Technology

EQF level 6

● LANGUAGE SKILLS

Mother tongue(s): **GREEK**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C1	C1	C2
FRENCH	C1	C1	B2	B2	C1
DUTCH	A2	A2	A1	A1	A1

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

● DIGITAL SKILLS

Microsoft Office | Outlook | Internet user | Programming & Web Development | Social Media Management Systems | Touch Typing | Copyrighting

● PUBLICATIONS

Publications

- D.Katsanta and D.Tsoils, "Towards a methodology to conceptualize the EU-funded projects impact on cultural sector", in 2020 11th International Conference on Information, Intelligence, Systems and Applications (IISA), Piraeus,2020, pp.1-6. doi: 10.1109/IISA50023.2020.9284350
- D. Katsanta and D. Tsoilis, "A Methodology and a Mobile Tool Aiming at the Analysis of the EU Framework Programmes' Impact on Cultural Sustainability," in *2018 9th International Conference on Information, Intelligence, Systems and Applications (IISA)*, Zakynthos, Greece, 2018 pp. 1-5. doi: 10.1109/IISA.2018.8633600
- Tatsiopoulous C.,Katsanta Danai-Maria(2018).On Ontologies and Knowledge Associations in Gamified Environments. In Proceedinds of 9th International Conference on IISA2018 Conference 23-25 July 2018,Zante 2018,IEEE Explore,doi: 10.1109/IISA.2018.8633589
- Gkintoni,E.,Georgiadi, M.,Plexousakis, S., Halkiopoulous,C., Katsanta,D.,(2018). Evaluation of the Self-Efficiency of Primary and Secondary Education Teachers via Machine Learning Methods. 13th International Technology,Education and Development Conference INTED2018, 2018, Valencia, p.p. 6901-6909.
- Georgiadi,M.,Plexousakis,S.,Gkintoni,E.Halkiopoulous,C.,Katsanta,D.,(2018). School inclusion of children with disabilities in Greece:Views of support co-teachers via Data Mining Techniques. 13th International Technology, Education and Development Conference INTED2018, 2018, Valencia, p.p. 6864-6871
- B. Boutsinas G. Ravasopoulos, D. Katsanta, A. Panteli, "Deliverables of the project PAVEFS, a system for supporting people with ASD based on an Intelligent Information System".5th Panhellenic Autism Conference, Athens,October 2015.
- B. Boutsinas G. Ravasopoulos, D. Katsanta, A. Panteli, «PAVEFS – a system for supporting people with ASD based on an Intelligent Information System»,4th Panhellenic Autism Conference, ,Thessaloniki, October 2013.

AND as Acknowledgements in the following Academic Papers:

- B. Boutsinas, "Machine-part cell formation using biclustering", *European Journal of Operational Research*, 230, 2013, pp. 563-572,
- B. Boutsinas, "A new biclustering algorithm based on association rule mining", *International Journal on Artificial Intelligence Tools*, World Scientific Publishing Company, 22(3), 2013, pp. 1350017

● CONFERENCES AND SEMINARS

Conferences

- Presenter: 11th International Conference on Information, Intelligence, Systems and Applications, 15-17 July, 2020, Piraeus, Greece
- Presenter: 13th International Technology, Education and Development Conference INTED2018, 2018, Valencia, Spain
- Presenter: 9th International Conference on IISA2018, 23-25 July 2018, Zante, Greece
- Presenter: 5th Panhellenic Autism Conference, October 2015, Athens, Greece
- Presenter: 4th Panhellenic Autism Conference, October 2013, Thessaloniki, Greece

● PROJECTS

CURRENT

Participation on Project Teams as Project or Communication Manager

1. SPARC-*"Creativity Hubs for Sustainable Development through the Valorization of Cultural Heritage Assets"* (ETCP GREECE -ITALY 2014-2020)
2. NETT-*"Network of Theatres for the valorization of Cultural and Natural Heritage to develop a Sustainable Tourism"* (ETCP GREECE -ITALY 2014-2020) (Delivered)
3. TRACES-*"Transnational Accelerator for a Cultural and Creative EcoSystem"* (ETCP GREECE -ITALY 2014-2020) (Delivered)
4. PITSTOP-*"Innovation Pathways for Urban development"* (ETCP GREECE -ITALY 2014-2020)
5. TeleICCE-*"Promotion of Teleworking and Massive Open Online Course (MOOC) Training for Increased Cluster Competitiveness and Employment"* (ETCP GREECE -ITALY 2014-2020) (Delivered)
6. CREATIVE@HUBS-*"Holistic networking of creative industries via hubs"* (ETCP GREECE -ITALY 2014-2020)
7. ECONAUTINET-*"Network's support for SMEs in the Nautical sector of the Adriatic-Ionian Region"* (INTERREG V-B ADRIATIC IONIAN PROGRAMME)
8. FUTURE 4.0-*"Manufacturing education and training governance model for Industry 4.0 in the Adriatic-Ionian aREa"* (INTERREG V-B ADRIATIC IONIAN PROGRAMME) (Delivered)
9. MEDST@RTS-*"Med microfinance support system for start-ups"* (ENI CBC MED 2014-2020)
10. INTECMED-*"Incubators for innovation and technological transfer in the Mediterranean"* (ENI CBC MED 2014-2020)
11. DIGITAL ENTERPRENEURIAL ECOSYSTEM OF ACHAIA CHAMBER (NSRF 2014-2020)
12. "Provision of consultancy & support services for the tourist view & promotion of the Region of Attica for the period 2015-2020" (NSRF 2014-2020)
13. SuperGREENLabelFoods-*"Harmonization & Certification of "superfoods"* (Erasmus+ KA2 / Strategic Partnerships)
14. SPARKLE-*"Sustainable Precision Agriculture: Research and Knowledge for Learning how to be an agri-Entrepreneur"* (Erasmus+ KA2 / Knowledge Alliances for higher education)
15. PAYEYS-*Prototype System for the support of people with Autism, based on an Intelligent Information System"* (NSRF 2013-2017)
16. ECONAUTINET-PLUS-*"Network's support for SMEs in the Nautical sector of the Adriatic-Ionian Region"* (INTERREG V-B ADRIATIC IONIAN PROGRAMME)
17. FUTURE 4.0-PLUS-*"Manufacturing education and training governance model for Industry 4.0 in the Adriatic-Ionian aREa"* (INTERREG V-B ADRIATIC IONIAN PROGRAMME)
18. REST@RTS-*"« Rest@rts- Reinforcing Med Microfinance Network System for Start - Ups»"*

● NETWORKS AND MEMBERSHIPS

2016 - CURRENT

Certified Evaluator of RIA (H2020) projects

EUROPEAN COMMISSION

● **ORGANISATIONAL SKILLS**

Organisational skills

- Excellent organisational/ managerial skills
- working experience under pressure and in a strict timetable .
- Focus management
- Improved my Teamworking skills (acting as a compromiser, as a leader, as recorder) through the PAVEFS Project (approx. 100 participants to the project)
- Persuading, Influencing and Negotiating skills (as responsible for a team of approx. 200 people participating to a Internship Programme)
- Team-member of the InNoPO for the In No Particular Order Curatorial Project, held in Plymouth (2009), combining the work of 9 international artists
- Volunteered for the Peninsula Arts Contemporary Music Festival, held in Plymouth (2008-2009),

● **COMMUNICATION AND INTERPERSONAL SKILLS**

Communication and interpersonal skills

- Strong interpersonal and communication skills, written and oral, with the ability to develop and maintain working relationships at all levels, both with customers and internally
- Excellent communication skills (gained through my work experience, my studies and my family environment)
- Excellent negotiation skills with Business representatives (gained through my experience as a Recruiter for the Undergraduate Students internship programme where achieved the hiring some of them in the Greek crisis era)

● **JOB-RELATED SKILLS**

Job-related skills

- Experience in Machine Learning (such as development and testing of data mining algorithms) for PAVEFS project.
- Research Scholarship under the Programme "Scholarship Funding of Graduate Students in Business Department for supplementary teaching" (For periods: from 01.01.2011 to 30.06.2011 from 01.08.2011 to 31.12.2011 01.01.2012 to 31.12.12)