

# George Telonis

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## EDUCATION

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|----------------|---|---------------------------------------|
| 2014 — Present | <b>PhD candidate, University of Patras</b><br><br>Thesis: “Application of data mining techniques in marketing”                      | Business Administration<br>Department |
| 2013 — 2016    | <b>Master’s Degree in Tourism Business Management specialising in Tourism Management, Hellenic Open University</b>                  | Business Administration<br>Department |
| 2012 — 2014    | <b>Master’s Degree in Advanced Principles of Business Administration specialising in Marketing, University of Patras</b><br><br>9,6 | Business Administration<br>Department |
| 2008 — 2011    | <b>Bachelor’s Degree in Business Administration, Hellenic Open University</b><br><br>8,59   | Business Administration<br>Department |

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## PUBLICATIONS

- A critical overview of data mining for business applications.**  
Book of abstracts, UBT 6th ANNUAL INTERNATIONAL CONFERENCE 2017
- Medical Tourism**  
Under review
- Artificial Intelligence and Data Mining**  
Under Review
- The role of user-generated advertising content (comments and ratings in assessing (predicting) the prices of double rooms: The case of Athens hotels.**
- The maritime connection between Greece and Italy and its contribution to tourism. Observations, prospects, goals.**
- The e-tour facilitator platform supporting an innovative health tourism marketing strategy**
- The Artificial Intelligence in the tourism sector: Issues, Challenges and Opportunities, Book of Abstracts, UBT 7th ANNUAL INTERNATIONAL CONFERENCE 2018**
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## RESEARCH INTERESTS

- Artificial intelligence
- Big Data & Data Mining

## Sharing Economy

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| LANGUAGES | English | C2 | Italian | C2 |
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### EMPLOYMENT HISTORY

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| 1989 — Present | <b>Owner of ALBATROS TRAVEL</b><br><br>IATA-accredited travel agency engaged in ticket issuance, excursion packages, visa processing, and other tourism-related services   |
| 1989 — 2017    | <b>Exclusive representative of Achaia region, SATO-ENTOS, DIVANI&amp;DIVANI BY NATTUZZI</b><br><br>Commercial brand specializing in the trade of furniture, office furnishings, and aesthetically pleasing, ergonomic, and design interior furniture.  |
| 1990 — 2000    | <b>Agent for AMEX-DHL</b><br><br>Exclusive representative for Achaia for the travel agency AMEX and the courier company DHL. This was the first engagement of both organizations in Achaia and served as their initial contact in the region.  |
| 2003 — Present | <b>Owner of PATRAS AGENCIES SA</b><br><br>Maritime agency involved in ticketing and representing domestic ships of Levante Ferries to the Ionian Islands (Kefalonia, Ithaca, Zakynthos).   |
| 2009 — Present | <b>Agent NATO Naval Vessels</b><br><br>Accredited agency providing reliable support and assistance for all necessary operations of allied military ships, including fuel supply, provisioning, and other requirements.   |
| 2010 — 2018    | <b>Owner of CORAL FUEL STATIONS</b><br><br>Operates three fuel stations providing a wide range of fuel services, petroleum trading, and customer assistance.   |
| 2012 — Present | <b>Agent A1 YACHTING, B.W.A</b><br><br>Exclusive collaboration in yacht agency services, support, assistance, and chartering of recreational vessels, as well as providing services to yacht owners.   |
| 2014 — Present | <b>Agent Hellenic Train member of Trenitalia</b><br><br>Assumed management of the ticket office at the Patras railway station, initially on a two-year contract, with full authority for processing, supporting, selling, and serving customers of the Patras Suburban Railway, domestic and international trains, and OSE buses, encompassing all products of Hellenic Train          |
| 2014 — Present | <b>Owner of BOOKTICKETS.GR</b><br><br>An online store promoting tourism packages, issuing ferry and airline tickets, hotel reservations, and other tourism services.   |
| 2015 — Present | <b>Owner of CRUISE CENTER</b><br><br>Services and promotion of sea cruises and tourism services, acting as a commercial representative for Celestial Cruises in Western Greece, the Peloponnese, and the Ionian Islands.   |
| 2019 — Present | <b>Owner of FERRY CENTER LTD</b><br><br>A maritime-tourism company that acts as an agent for ships of STRINTZIS FERRIES / BLUE STAR FERRIES & SUPERFAST FERRIES and the wider ATTICA GROUP. Additionally, it represents major Greek and foreign tourism organizations, as well as numerous other maritime and airline companies, to provide a comprehensive range of tourism services. |

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BOARD/ COUNCIL  
MEMBERSHIPS:

Honorary president of Maritime Agents, Port of Patras

President of Tourism Offices, Western Greece

Member of the Information Systems Management and Business Intelligence Laboratory

Member of the Council of Maritime Transportation (CMT)

Regional Ombudsman of the region of Western Greece

Member of the committee that improves the connection among the University, the city of Patras and the region of Western Greece in general

Member of the committee of network "Alliance for the imitative entrepreneurship business and development"

Member of the University of Patras team for the development of the Medical Tourism platform.

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HAS PERFORMED DUTIES President of H.A.T.T.A. (Hellenic Association of Travel and Tourism Agencies)

President of the Port Fund of Aetolia-Acarmania

Vice President of Σ.Ε.Τ.Ε. (Association of Greek Tourism Enterprises)

Member of the Management Board of O.L.P.A. (Patras Port Organization)

Vice President of the Board of Directors of the Scientific Park of Patras

President of the Nautical Club of Patras

President of the Greek Institute of Marketing

Member of the O.K.E. (Economic and Social Committee of Greece, institutional body of the state)

President of maritime companies

President of the Pampeloponnese National Sports  
Center of Patras

Member of the Port Fund of Patras

President of the Greek Water Polo Development  
Committee.

President of the Peloponnesian Branch of the  
Greek Marketing Association