



George Sochos

Athens, GR • +306947026014

gsochos@gmail.com •

<https://www.linkedin.com/in/george-sochos-43100225/>

Personal Details:

Date of birth: 25/10/1977 • Place of birth: Athens, GR

Nationality: Hellenic • Civil status: Married

Results-oriented and accomplished leader with extensive experience streamlining end-to-end banking operations at regional and country level.

Proven track record of utilising leadership abilities and top level management capacities to manage 9 consecutive years same organization-bank (NBG Egypt), subsidiary of NBG Group, being one of largest and oldest banking groups in SEE. Instrumental in driving organization's strategic vision and overseeing key functional processes to meet robust financial growth and service delivery targets. Expert at heading NBG Egypt during sale efforts initially and cessation process finally. Skilled at delivering strategic input and leadership on decision-making issues affecting organization, specifically evaluating new business development, transformation, potential mergers, acquisitions and human capital management.

Areas of Expertise

- Banking Operations Management
- Human Capital Management
- Team Leadership & Direction
- Business Development Strategy
- Organizational Transformation
- Customer Support/Services
- Communication & Negotiation
- Regulatory & Compliance
- Continuous Process Improvement
- Cross-functional Collaboration
- Project Management
- Real Estate & Tourism

Career Experience

Chief Executive Officer - Real Estate portfolio - Greece | 2022 – Present

Set the overall strategy & vision, as also overseeing the efficient operation (long & short term leasing, renovations, upgrades, guests bringing & hosting, proper management, etc) of a portfolio of 9 self-owned properties, 4 residential apartments in Athens and 5 villas & houses in Ios and Poros islands, famous touristic destinations in Greece.

Key Accomplishments;

- Reached annual portfolio proceeds of c. EUR 70K during 2022.
- Established and directed end-to-end operations of private (family) business.
- Utilised 90-95% bookings through booking platforms during touristic period for 5 summer properties and parallel full utilisation of 4 residential properties.
- Achieved "Traveller Review Award 2023" from booking.com platform, awarding performance of touristic properties during 2022 (after receiving accumulated customer reviews 9.2 out of 10).

Country Manager - National Bank of Greece (NBG Egypt) - Egypt | 2014 – 2022

Established, approved, and supervised execution of yearly strategy, business plan, and budget of the bank, in alignment with top management of NBG Group (International Activities and Strategy Divisions). Served as President and Vice President in all important-executive level NBG Egypt decision making bodies, such as Supervisory Council, Senior Corporate Credit Committee, ALCO, Retail/Branches committee, Cost control, Procurement, Disciplinary, etc.

Key Accomplishments;

- Grew NBG Egypt to reach size of 18 branches, €200MN total assets and 250 employees; by acting as in charge of Bank.
- Led efforts to sell and cease operations of NBG Egypt, as at point (2019) NBG Group BoD decided for business reasons to exit from Egyptian market.
- Played key role in new business development and relationships with bank's major clients, including Egyptian State, big corporates and multinationals, public entities, prominent businessmen, Greek Orthodox Patriarchate.

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- Started as Member (2012) and consecutively President of NBG Egypt Supervisory Council; highest decision-making body of NBG Group about the Egyptian subsidiary for deciding at top level concerning subsidiary's strategy, whole range of business and operations.
- Longer-lived Country Manager in the history of NBG Egypt.

Deputy Country Manager - National Bank of Greece (NBG Egypt) - Egypt | 2013 – 2014

Directed all aspects of implementation and development of bank's performance, both in terms of daily business and long-term planning. Supported with creation and execution of country strategy. Led operations on day-to-day basis, including new business development, management of staff, cost-effectiveness control, development of knowledge management tools, organizational matters, proper governance and compliance implementation, as well as marketing & communication.

Key Accomplishments;

- Championed NBG Egypt alone for 10 months by performing as Acting Country Manager due to resignation of ex-Country Manager, during one of most turbulent periods in latest history of State of Egypt (2013-14).
- Overlooked primarily operational and control areas of NBG Egypt, such as risk, IT, organization, HR, compliance and governance, audit, legal, marketing & communication.
- Executive Member in most of bank's management committees, including Supervisory Council, ALCO, Senior Corporate Credit Committee, Cost Control, as well as Personnel Evaluation and Promotions Committee.

Senior Country Executive – National Bank of Greece (International Activities Division) - Greece | 2010 – 2012

Served as senior member of NBG Group International Activities Division; supervised and assured business development, proper organizational functioning and whole range of operations, of offshore subsidiary banks of Group. Acted as link, service provider for local managements of subsidiaries and Group top management in Athens, GR.

Key Accomplishments;

- Delivered exceptional services as member of international activities division of National Bank of Greece, based in Athens to steer various performance, activities, and areas of concern for NBG subsidiary banks, covering mainly NBG Cyprus, NBG Albania and NBG Egypt.
- Interacted with local top managements and with NBG Group General Manager of International Activities Division.

Real Estate Manager – National Bank of Greece (Group Real Estate Division) - Greece | 2008 – 2010

Member of the initiation & supervision team from the NBG Group Real Estate Division, who launched Real Estate Units-Departments in all the subsidiary banks of the NBG Group. During this project, I was mainly focused on the establishment of Real Estate functions in 4 specific NBG subsidiaries, i.e. NBG Albania, NBG Cyprus, Stopanska Banka and NBG Egypt. Extensive travelling in all 4 subsidiaries-countries for the proper & timely implementation of the project.

Additional Career Experience

Senior Officer Retail Business Unit (Branch Network Development) - EUROBANK - Greece | 2007 - 2008

Real Estate Consultant (Eurobank Properties) - EUROBANK - Greece | 2005 - 2007

Credit Analyst (Mortgage Loans Department) - Marfin Egnatia Bank - Greece | 2004 - 2005

Education

Master of Business Administration | Alba Graduate Business School (The American College of Greece), Athens, GR

Bachelor of Sciences in Accounting & Finance | The American College of Greece, Athens, GR

Languages

Greek & English (Functionally Native Proficiency) | German (Basic)