

# PANAGIOTIS SPYRIDON TSITINIS

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Date of birth	Website	LinkedIn
29-10-2004	<a href="https://tsitman.com">https://tsitman.com</a>	<a href="https://www.linkedin.com/in/pantsitinis/">https://www.linkedin.com/in/pantsitinis/</a>

Automation Engineer and Product Developer with a strong passion for business growth. Skilled in voice AI, automation, and user-focused product design, with hands-on experience across tech, retail, and SaaS. Certified in Machine Learning, Business Intelligence, and Strategic Planning. Fast learner, creative problem-solver, and strong communicator—committed to driving growth through innovation and data-driven execution.

## WORK EXPERIENCE

<b>AI &amp; Automation Engineer</b> <b>Next Gen Growth Partner, Coastal Hwy Lewes, USA</b> <ul style="list-style-type: none"><li>Designed and optimized high-conversion voice AI systems for inbound and outbound campaigns across solar, roofing, IT, education, and hospitality—leveraging advanced speech-to-text and LLM technologies.</li><li>Engineered dynamic, context-aware conversational flows with embedded logic for real-time scheduling, calendar sync, and CRM integration—mimicking the nuance of live agents.</li><li>Developed robust automation architectures using low-code/no-code platforms, integrating CRMs, email systems, databases, and third-party APIs to streamline complex business operations.</li></ul>	Oct 2024 - Present
<b>Sales</b> <b>Alfa-Beta Vassilopoulos, Oropós, Attiki, Greece</b> <ul style="list-style-type: none"><li>Executed sales strategies, and managed the Greengrocery and Seafoods section of the store.</li><li>Provided customer service and operational support in the Perishables section, focusing on maintaining quality and assisting customers effectively.</li><li>Handled inventory management, restocking shelves, and maintaining product displays at 6 sections of the store.</li></ul>	Jul 2023 - Sep 2024
<b>Product Developer</b> <b>Creavite.co, Oslo, Norway</b> <ul style="list-style-type: none"><li>Managed product lifecycles, from conceptualization to launch, aligning deliverables with business goals.</li><li>Played a key role in shaping product strategy, market positioning, and UI mapping across multiple campaigns.</li><li>Orchestrated collaboration between design, engineering, and marketing teams to roll out features that improved UX metrics across key touchpoints.</li></ul>	Jun 2022 - Sep 2024

## EDUCATION

<b>BSc Informatics &amp; Telecommunications</b> , University of Peloponnese, Greece <ul style="list-style-type: none"><li>Acquired comprehensive knowledge in Informatics and Telecommunications, including network systems, software development, and data communication.</li><li>Developed practical skills through hands-on projects, research assignments, and internships related to network management and software engineering.</li><li>Gained expertise in system analysis, IT infrastructure, and emerging technologies, preparing for advanced roles in technology and telecommunications.</li></ul>	Oct 2022 - Feb 2027
<b>General High School Diploma</b> , 1st General High School, Nea Ionia, Athens <ul style="list-style-type: none"><li>Completed coursework in Information Technology and Economics, covering subjects such as programming, economic theory, and business principles.</li></ul>	Sep 2019 - Jun 2022

CERTIFICATIONS

<b>Machine Learning &amp; Artificial Intelligence</b> , Code.Hub, Sponsored by Pfizer Greece	2024
<ul style="list-style-type: none"><li>• Gained hands-on experience with Azure Machine Learning services to build, train, and deploy scalable machine learning models.</li><li>• Designed and fine-tuned prompts for machine learning models, improving model interaction and performance in real-world scenarios, through a comprehensive team project.</li></ul>	
<b>Business Intelligence</b> , Code.Hub, Sponsored by Pfizer Greece	2023
<ul style="list-style-type: none"><li>• Acquired in-depth knowledge in Business Intelligence (BI), including data analysis, visualization, and reporting techniques using SQL Server Management Studio &amp; Microsoft Power BI.</li><li>• Applied skills in real-life case studies through a comprehensive team project and a 1-day hackathon.</li></ul>	
<b>Strategic Business Planning</b> , University of Peloponnese, Greece	2024
<ul style="list-style-type: none"><li>• Developed expertise in Strategic Business Planning, covering market analysis, long-term strategy formulation, and competitive positioning.</li><li>• Enhanced decision-making skills through data-driven approaches and risk assessment techniques.</li></ul>	
<b>Apps Development Proficiency</b> , Discord, LA California	2020
<ul style="list-style-type: none"><li>• Developed and managed 19 Discord apps using discord.js, HTML, CSS, and Next.js, with 4 ranking in the top 50; note that key features from my projects were integrated directly into Discord.</li><li>• Received the Early Certified Bot Developer Badge and certification from Discord on June 21, 2020, for my contributions and adherence to the Discord ecosystem.</li></ul>	
<b>GitHub Proficiency</b> , LinkedIn/Github	2024
<ul style="list-style-type: none"><li>• Developed advanced skills in version control and collaboration using GitHub, including repository management, branching, and pull requests.</li><li>• Implemented best practices for code review, issue tracking, and project management within GitHub.</li></ul>	
<b>Career Essentials in Generative AI</b> , Microsoft	2024
<ul style="list-style-type: none"><li>• Acquired comprehensive knowledge in Generative AI, including key concepts, applications, and emerging trends.</li><li>• Gained insights into the impact of generative AI across various industries and its associated career opportunities.</li></ul>	

VOLUNTEERING

**Student Representative** | Department of Informatics and Telecommunications, University of Peloponnese  
Elected as Deputy Student Representative for the 2025–2026 academic year after receiving 45% of the votes, I serve as the voice of my peers, bridging communication between the student body and the department's administration. My role involves advocating for student needs, and contributing to the development of a collaborative and inclusive academic environment. During my tenure, more than 20 documents and proposals were submitted to the department.

PROJECTS AND PORTFOLIO

Developed and managed a diverse portfolio of projects, including websites and applications, demonstrating a broad spectrum of technical skills and innovative solutions. My work includes a suite of Discord bots, educational platforms, and custom application tools, reflecting expertise in software development, project management, and user engagement. Explore detailed examples on my LinkedIn: [linkedin.com/in/pantsitinis](https://www.linkedin.com/in/pantsitinis)

LANGUAGES

Greek	Native
English	Professional working proficiency
French	Limited working proficiency