

PERSONAL INFORMATION

IOANNIS MAGNISALIS



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Sex Male | Date of birth 24/08/1974 | Nationality Greek

WORK EXPERIENCE

02/09/2019–Present

Freelancer consultant - Intra-muros

European Commission / Cronus International, Brussels (Belgium)

-Consulting EC on data science projects

-Design and implementation of the **EC data platform**.

- Investigation on innovative technologies concerning **machine learning and semantic web**.

-Design the overall **multi-cloud architecture** of the EC platform Collaboration with major cloud vendors (e.g. Amazon, Microsoft) and consulting companies (e.g. Everis, Deloitte, PwC, Gartner).

-Selection of tools to be deployed towards EC data strategy (e.g. open source and commercial like **KNIME analytics, RapidMiner, Tableau, QLIK, PowerBI** etc.)

-Application of specialised analytical tools, including **R, Python, SQL, and NoSQL** (e.g. MongoDB) to analyse large datasets from surveys and big data. Examples are current work on Eurobarometer surveys and surveys around Covid-19.

-ETLing of data from various data sources including on-line available data sources (e.g. OP (publications office) datasets, ESTAT datasets, financial market datasets, web scraped datasets from various news online sources, etc. Datasets are stored for further processing in various formats (usually XML, JSON or CSV) in data lakes and storage facilities (e.g. S3 buckets, Azure Data lake), SQL and NoSql databases (MySQL, PostgreSQL, MongoDB/DocumentDB/CosmosDB, Oracle, MSSQL), Big data clusters (EMR/HDinsight which are Hadoop and Apache Spark compliant).

-Designing provision of services and training material concerning the EC data platform.

-Evaluation of various technologies as reusable components and building blocks of the EC data platform (e.g. **R, Python components, chatbot, ML algorithms** etc.)

-Implementation of solutions for various EC "internal" customers for data science/analytics and visualization projects (examples are numerous from DG EAC, ESTAT, GROW, JRC, COMM, European Parliament, SG, Cabinet's office etc. with various solutions, e.g. EMR for Big Data, ELK for indexing and Kibana/QLIK sense/PowerBI for visualizations, KNIME for ETL and data analysis)

-Consolidation of reusable components following the **Single Digital Gateway and Once Only Principle** strategies of EC.

01/03/2018–Present

Chief executive officer

CEO & Freelancer of Digio.Gr & Magnio.tech, Thessaloniki (Greece)

-Installation, customization, integration of open and non-open source platforms. Indicative works include:

-CISCO network academy: <http://interlei.gr>

-KOE Train the Trainer academy: <http://koe.ttt.edu.gr/>

-Scorm.Gr e-tutors site: <http://e-tutors.scorm.gr>

For more information please see <https://digio.gr/> & <http://magnio.tech/>

-Managing teams of 3 -15 people for educational sites and digital marketing oriented projects.

01/03/2009–Present

Research Associate & Visiting (teaching) staff

International Hellenic University (IHU) and Aristotle University (AUTH), Thessaloniki (Greece), Thessaloniki (Greece)

- **Research** (started as a PHD student at Aristotle University of Thessaloniki) in new technological areas under Greek National and EU funded projects. Areas of of experience in research and policy analysis include the following fields: education, e-learning, collaborative learning, e-learning standards (e.g. IMS-LD) and tools (e.g. Moodle), VET (courses and cases SDETHESS), skills, qualifications, labour market. Skills covered are Data science, project management, ICT management, Process mmanagement, Web development, Digital Marketing, Educational Technologies.

Some indicative projects and works follow:

▪ Greek General Secretariat for digital policy – Project: "Study on the modernization of the digital services of the Greek State based on international and European standards". Tasks:

1) Using **IMAPS** (Interoperability Maturity Assessment of a Public Service) tool to assess Greek public service interoperability maturity,

2) Extending IMAPS to also a) assess openness (e.g. with open data policies), b) evaluate interoperability and openness maturity of Base Registries (e.g. Tax Registry, Citizen Registry etc.),

3) Creating specifications for deployment, management and the governance of the Greek Open **Metadata Registry**, according to European and international standards (e.g. **DCAT**, **ESCO**, **CPSV**, **CPOV** etc.)

▪ IHU – EU funded Project: "Co-Creating Misinformation-Resilient Societies - ColInform". Tasks: Contribute with expertise in policy assessment, analysis and engagement with stakeholders.

▪ AUTH – EU funded Project: "Integrating Conversational Agents and Learning Analytics in MOOCs - colMOOC". Tasks: Contribute with expertise in **learning analytics** usage and requirements specification helping also in the project design, implementation and project evaluation phases.

-Organising courses and evenets for **VET** (e.g. <http://www.gsae.edu.gr/el/stin-ellada/653-evropaiki-atzenta-ekpaidefsi-katartisi-enilikon>, mentioned also here <http://mlab.csd.auth.gr/index.php/gr/publications?view=member&task=show&id=17>)

-**Teaching** of advanced ICT courses in **English** and **Greek** (indicative) and open seminars

▪ Web development (Open Source Content management systems (CMS), HTML5, JavaScript) ▪ Mobile development

▪ E-commerce applications (Prestashop, Woocommerce)

▪ Cloud computing (Azure, GoogleCloud, AWS, Hadoop/MapReduce, Hive, Apache Spark etc.)

▪ Business intelligence and big data visualization (Data studio, Power BI, Tableau)

▪ Semantic web technologies (XML, RDF, OWL)

▪ Business data analytics (web analytics and tools – Google analytics, Piwik/Matomo)

▪ Tourism **social media** and tools for **digital marketing** (Google Ads, Facebook Ads, digital marketing strategy)

▪ IT 4 Business Boot camp: Hands-on seminar for MS Sharepoint and OSS business solutions (<https://www.ihu.edu.gr/index.php/news-events/item/1240-it-4-business-boot-camp-hands-onseminar-for-ms-sharepoint-and-oss-business-solutions.html>)

▪ Business Analytics boot camp: Hands-on seminar for Google Analytics, MS SharePoint and MS Power BI (<https://www.ihu.edu.gr/index.php/news-events/item/1428-business-analytics-bootcamp.html>)

01/09/2017–Present

Software engineer and analyst - external contractor

Hellenic Software/ Open source software (ELLAK), Athens (Greece), Athens (Greece)

-Participation in various projects concerning **Greek e-government services**: implementation of web forms to annotate services according to **Open** and **Linked data** EU **semantic** standards, semi and automatic representation of services as **BPMN** processes (<https://dev-wiki.ellak.gr>)

-Annotation of Greek e-government services with semantics' based representations based upon open standard vocabulary representations (**RDF** schema of Core Public Service Vocabulary - CPSV, core Public Organisation Vocabulary - CPOV) (code available at <https://github.com/eellak/diadikasies-wikito-BPMN>)

-Analysis and Technical proposals for application of CPSV and CPOV application profiles on Greek

government processes. (<https://diadikasies.gr>)

-Implementation of tools for BPMN 2.0 visualization of Greek e-government processes, based on CPSV semantics. Real server at ELLAK (<https://el.diadikasies.gr/BPMN/bpmn1.php>)

-Leveraging Media wiki open source software (OSS) capabilities with semantic and BPMN visualization tools

21/12/2003–Present Teaching professional

Greek National Organisation for the Certification of Qualifications & Vocational Guidance (EOPPEP) (oriented mainly towards the private sector), Athens (Greece)

-Teaching in various KEK around Greece (indicatively): KEK IVEPE, KEK DELTA, KEK Ergomathisi, KEK Eurotraining, KEK Techniki Ekpaideutiki-Teaching in various thematic areas (indicatively):

Social media, Digital Marketing tools and strategy, Open source systems, Web development, E-learning Authoring systems, ERP systems, Web design, Flash and ActionScript-Relevant documents and contracts are available as evidence for teaching adults in various contexts for hundreds of hours

01/01/2009–22/08/2019 Sales support and operations department manager

OPAP S.A., Thessaloniki (Greece)

-Teaching to OPAP agents and employees processes of OPAP organization and OPAP products and services (**in English or Greek**). Applying **BPMN** with a variety of tools (Visio, Bizagi, Camuda, Signavio, Activiti Modeler, Modelio, etc.). Creating courses in Moodle with Articulate or Adobe Captivate.

-Implementing the **OPAP'S Academy platform** for vocational educational and training of OPAP; employees (1000+ people) and OPAP's network (10000+ salespersons at OPAP Point of Sales). For this, my proposal and analysis were implemented and we followed a personal learning path experience with badges and monetary motivational instruments within a Moodle-based system.

-Developing and maintaining a Sales Support system for controlling visits of Salespersons to OPAP point of sales for all Greece. For this reason, I have been especially allocated and trained in Microsoft's SharePoint and Azure platforms. I have applied **Big Data** platforms of Google and Microsoft and **Cloud systems** like Azure, AWS, Google Cloud. For reporting, big data and analysis reasons I have also implemented **Business Intelligence** solutions for **exploratory data analysis and visualization of sales and marketing data** with tools like MS Power BI and Tableau.

- **ICT project management**: Responsible for managing projects that penetrate IT and sales operations across the whole organizational structure of OPAP. Projects involved: Zero paper & Digitization of processes, World class customer experience, Migration to Cloud and integration with Open source solutions.

-Producing reports to sales people to control and follow-up actions upon retail network. Using **Business intelligence** tools (Power BI, Tableau etc.). Combining data from diverse sources like **Google analytics**, Oracle systems, MS SharePoint, Social media (YOUTUBE, Facebook etc.).

-**Data analysis and predictions** of sales based on big data combined from various sources (see above). Use of Python, R and SPSS for statistical analysis (regression etc.)

-**Contributing in OPAP's Digital Marketing Strategy** based on **web analytics (use of Google analytics and Piwik/Matomo)** and recommendations derived from data analysis predictions and data explorations-visualizations.

-Teaching and supporting sales people in using OPAP's online systems to fill in forms of requests, visits at OPAP shops etc. (**in English**).

-Implementing connection of OPAP's Moodle based OpapAcademy to **open source Web analytics tools** (e.g. Matomo/Piwik)

-Maintaining system records for OPAP's North Greece retail network

-Following and re-designing processes for everyday work of OPAP retail shops (POS)

10/09/2002–Present Teaching professional

Greek National Public Administration – Institute of Vocational Training and Education, Thessaloniki (Greece)

-Teaching for many hundreds of hours of various subjects (indicative)

E-learning based

- Train the trainers
- Design of Blended learning courses
- E-learning Authoring tools
- E-government
- GIS
- Oracle Databases, PL/SQL, JDeveloper

in diverse environments (indicative)

- Greek Ministry of Finance
- Airport of Macedonia, Thessaloniki
- Greek National Statistics Organization
- Prefecture of Athens, Thessaloniki etc.

-Design of programs for the institution along with material and tests for trainees

-Management for the initial months of the platform's life of <http://elearning.ekdd.gr/>

01/08/2008–28/02/2017

Computer systems designer and analyst

Scorm.gr, Thessaloniki (Greece)

-**Web and Mobile development**, installation, customization, integration of open and non-open source platforms. Indicative works include:

-**Mobile and Web development of e-commerce** platforms: e.g. <https://www.sense-shop.gr/>

-**Social Media and Online Community Management** for real business sites, e.g. <https://www.senseshop.gr/> & <https://www.facebook.com/senseshopgr/> , <http://fitnessmania.gr/> & <https://www.facebook.com/fitnessmaniagr/?ref=hl>

-**Web analytics** (with Google Analytics and Piwik/Matomo). Creating custom reports and dashboard for general site and e-shop site assessment. Setting targets and goals and helping form an appropriate strategy.

-**Digital Marketing management** (e.g. with AdWords) of e-commerce sites: e.g. <http://fitnessmania.gr/>

. using digital marketing methods such as search engine optimization (SEO), search engine marketing (SEM), content marketing, influencer marketing, content automation, campaign marketing, data-driven marketing, e-commerce marketing, social media marketing, social media optimization, e-mail direct marketing etc.

-**Mobile development** of applications for all Operating Systems and devices (e.g. Android, iOS, Windows) with tools like: Android Studio, Intel® XDK, Convertigo Studio, IntelliJ IDEA, Xamarin.

-Microsoft SharePoint teaching associates though: <https://scorm.sharepoint.com/>

-CISCO network academy: <http://interlei.gr>

-KOE Train the Trainer academy: <http://koe.ttt.edu.gr/> -Scorm.Gr e-tutors site: <http://e-tutors.scorm.gr>

01/06/2006–31/12/2015

Learning Management systems Consultant

HUMANASSET S.A. and HATECSOFT, Athens (Greece)

-Installation, customization, integration of synchronous and asynchronous e-learning platforms of open source and commercial products. Indicative works follow:

-synchronous and asynchronous e-learning platforms of HUMANASSET (<https://www.humanasset.com/>)

-eLiT : e-Learning in Transport platform of Aristotle University of Thessaloniki (<http://elit.civil.auth.gr>)

-Online English language courses from <http://kesc.hatec.gr/>

01/06/2006–31/12/2015

Teaching professional

- HUMANASSET S.A., Athens, Thessaloniki (Greece)
- Training the trainers course
 - Training the e-learning trainers course
 - Use of blended learning courses and platforms like Moodle, Centra, Skype for Business etc.
- 05/02/2004–31/12/2008 **Computer systems designer, analyst and trainer**
OPAP S.A., Athens, Thessaloniki (Greece)
- Received training in many areas within lottery and OPAP IT business (e.g. big data handling and transformation, reporting tools, web-site administration, lottery related products laws and ethics (relevant certifications are provided)
 - Teaching of OPAP products (e.g. betting) to OPAP's agents
 - Teaching of OPAP's s/w suites to other IT colleagues
 - Project management of s/w platforms partially built within OPAP and mainly maintained by external subcontractors (e.g. CRM system)
- 01/06/2005–05/10/2006 **Independent evaluator of competitions**
Koinonia tis Pliroforias (KTP A.E.) - Society of Information technology, Athens (Greece)
- Assessment of competitions in public institutions
- 21/12/2003–03/02/2006 **Teaching professional**
Plegma Ekpaideutiki, Athens, Thessaloniki (Greece)
- Teaching of (indicative)
 - Oracle DBA, Oracle and Java development, Oracle Developer suite
 - Microsoft Windows Server administration
 - UML
- 21/09/2002–04/02/2004 **Research and development department manager**
INTRACOM S.A., Thessaloniki (Greece)
- Analysis, design and implementation of EU funded projects
 - Investigation of new technologies in the areas of content management and workplace training
- 01/10/2001–30/06/2003 **Software Analyst - Researcher**
University of Macedonia, Thessaloniki (Greece)
- Analysis, design and implementation of EU funded projects (EU-PUBLI.COM, Infocitizen)
 - Research in new technological areas and policies in the areas of web services, semantics, EU systems integrations
- 22/08/2000–20/09/2002 **Computer systems designer and analyst**
INTRACOM S.A., THESSALONIKI (Greece)
- Design, implementation, installation and Testing of embedded S/W in digital switches of ERICSSON.
- 08/04/1999–21/08/2000 **Finance and Informatics associate professional**
Greek Army
- Keeping books of Greek Military accountant's department (2nd Greek Army body)
 - development and use of intranet networks and Access Databases for the control of the paper work
- 04/10/1999–31/05/2000 **Teaching professional**

Private School of Informatics PAMAR, Thessaloniki (Greece)

-Teaching of programming languages (e.g. Pascal, Visual Basic), s/w programs (e.g. COREL, Access) to adult audience

15/02/1999–26/03/1999

Computer systems designer and analyst

AIRTECHNIC, Chatzoudis EPE, Athens (Greece)

-Analysis, design and implementation of computer systems (programs) concerning Storehouse Check and Updates as well as overtime monitoring and deduction

-Planning and implementation of 2 intranets (in remote points, Athens and Thiva) and communication between them for 2-way data exchange, tutoring and audio-visual content exchange.

EDUCATION AND TRAINING

02/09/2016–16/09/2016

Microsoft SharePoint 2013 End User Level I and Power User

EQF level 4

Infolab (Enterprise Training) - Gold Learning Microsoft Partner, Athens (Greece)

Learnt the information needed to implement SharePoint solutions using Enterprise Search, Managed Metadata Service (MMS), Business Connectivity Services (BCS), Enterprise Content Management (ECM) with focus on versioning, meta-data record and document management, Web Content Management (WCM), Social Computing features and SharePoint Apps.

01/04/2009–21/07/2016

PHD in Informatics

EQF level 8

Aristotle University, Thessaloniki (Greece)

-Title of doctoral thesis: "Architecture Design and Evaluation for Flexible Support of Collaboration through Internet: Technological and Educational Perspectives"

-The objective of this thesis was the design and evaluation of a proposed software architecture (MAPIS3 - Mediating Adaptation Patterns and Intelligent Systems) as a solution to the problem of flexible design and implementation of collaborative learning scenarios with computer support ("CSCL scenarios"). The aim of the thesis is that the architecture is based on accepted standards in the area of technology supported learning (such as IMS-LD web services) that enhance flexibility. The architecture was evaluated: a) from the technological viewpoint of developers, and b) from the pedagogical aspect of designers-teachers and learners. Technological evaluation focuses on data exchange and technological interconnection of tools used in CSCL scenarios. The pedagogical evaluation focuses on orchestration of tools in VET and workplace environments and their integration into CSCL scenarios that require flexible design and more importantly execution.

04/07/2016–08/07/2016

Microsoft SharePoint 2013 End User Level I

EQF level 4

Infolab (Enterprise Training) - Gold Learning Microsoft Partner, Athens (Greece)

Core skills that are common to almost all SharePoint development activities.

These include working with the server-side and client-side object models, developing and deploying features, solutions, and apps, managing identity and permissions, querying and updating list data, managing metadata taxonomies, handling records, archives and documents using workflow to manage business processes, and customizing the user interface.

07/06/2016–10/06/2016

Certificate of participation: International Conf. on Intelligent Tutoring Systems

IEEE, Zagreb (Croatia)

10/09/2014–12/09/2014

Certificate of participation: International Conf. on Intelligent Networking and Collaborative Systems

IEEE, Salerno (Italy)

07/07/2014–09/07/2014

Certificate of participation: International Conf. on Advanced Learning Technologies

- IEEE, Athens (Greece)
- 19/09/2013–21/09/2013 **Certificate of participation: 13th Panhellenic Conf. on Informatics**
Greek Computer Society, Thessaloniki (Greece)
- 28/02/2013–01/03/2013 **Certificate of participation: "European Agenda in the VET of adults"**
General Secretariat of Life-Long Learning, Thessaloniki (Greece)
-I volunteered to organise, implement and administer the live broadcasting of the whole event
- 19/09/2012–21/09/2012 **Certificate of participation: International Conf. on Intelligent Networking and Collaborative Systems**
IEEE, Bucharest (Romania)
- 24/10/2010–26/10/2010 **Certificate of participation: International Conf. on Intelligent Networking and Collaborative Systems**
IEEE, Thessaloniki (Greece)
- 10/05/2010 **Certificate of attendance: "Educational options after 2nd chance school"**
2nd Chance School, Thessaloniki (Greece)
- 07/05/2010–09/05/2010 **Certificate of attendance: "Informatics in Education - The digital school"**
4th Panhellenic Conference of IT School Teachers, Serres (Greece)
- 22/03/2010 **Certificate of attendance: "Youth & Internet"**
University of Macedonia, Thessaloniki (Greece)
- 04/10/2009–06/10/2009 **Certificate of participation: International Conf. on Intelligent Networking and Collaborative Systems**
IEEE, Barcelona (Spain)
- 08/07/2009–13/07/2009 **Certificate of participation: International Conf. on Computer Supported Collaborative Learning**
International Society of the Learning Sciences, Rhodes (Greece)
- 18/10/2008 **Certificate of teaching: "Analysis of usage scenarios for the didactic of Informatics. Showcasing synchronous and asynchronous tools. Integration of all technologies in a blended course"**
Office of Teaching Advisor, Edessa (Greece)
-I volunteered to organise, implement and administer the live broadcasting of the whole event
- 19/12/2007–21/12/2007 **Train the Training Managers / Executive Scheme**
Star Register, Thessaloniki (Greece)
- 12/03/2007–15/03/2007 **Certificate in "The future of Gambling in the internal market"**
Academy of European Law, Trier (Germany)

- 04/09/2006–08/09/2006 **Certificate in "Train the trainers in e-Learning"**
 Greek National Public Administration – Institute of Vocational Training and Education, Thessaloniki (Greece)
- 12/12/2005–21/12/2005 **Certificate in "Effective Management of Sales Distribution Network"**
 KwS, Thessaloniki (Greece)
- 04/09/2005–09/09/2005 **Certificate in "Lottery IT technologies"**
 European Lotteries University, Santiago De Compostella (Spain)
- 14/06/2005–15/06/2005 **Certificate of attendance in 1st Congress of Information Technology**
 KPMG, Athens (Greece)
- 01/07/2004–30/07/2004 **Award of Achievement: Oracle Workforce Development Program**
 Plegma Ekpedeftiki Ltd, Athens (Greece)
- 14/06/2004–01/07/2004 **Sybase SIQ Server, Business Objects, Informatica, PowerMart**
 Relational Technology S.A., Athens (Greece)
- 06/2004 **Certificate of attendance: Quality Management System (ISO 9001:2000), Environmental management system (ISO 14001:1996), System of Social concern and responsibility (SA 8000:2001)**
 QAS, Athens (Greece)
- 20/02/2004–22/02/2004 **Certificate of attendance in 2nd Congress of Information technology on the subject "Information Technology and Education"**
 Society of IT Training Professionals of Thessaloniki, Greece, Thessaloniki (Greece)
- 24/11/2003–03/12/2003 **Certificate of attendance: Seminar on "Content based Multimedia search"**
 National Centre of Research and Technology - Institute of Information technology and telematics, Thessaloniki (Greece)
- 10/06/2002–14/06/2002 **Certificate of attendance: Seminar on "Introduction to Microsoft Visual Studio .NET"**
 Infolab, Thessaloniki (Greece)
- 24/07/2000–29/09/2000 **Diploma of Professional Education (Software engineering course)**
 EUROCOM EXPERTISE S.A., Patra (Greece)
- 01/10/1997–09/12/1998 **MSc in Business Systems Analysis and Design** EQF level 7
 City University, London (United Kingdom)
 -Received distinction
 -Master dissertation/thesis: **"Artificial Neural Networks vs Statistical Regression Models vs the Random Walk Model for predicting stock market index timeseries behaviour"**

17/09/1992–30/07/1997

Ptychio in Mathematics

EQF level 6

Aristotle University, Thessaloniki (Greece)

Selected (see analytic report of courses) courses and subjects followed the direction of :

- Operational Research
- Statistics
- Computer science
- Mathematics training

Performed project work dealing with the problem of the national contests to enter the Universities. Data were analysed with SPSS and various statistical models were applied (e.g. linear regression). **This project was presented at the 9th Panhellenic Congress of Statistics.**

09/10/1996–19/06/1997

Long-term class in computer programming (400 hrs)

Hellenic Centre of Productivity (ELKEPA), Thessaloniki (Greece)

PERSONAL SKILLS

Mother tongue(s) Greek

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
	Oxford Proficiency Michigan Proficiency				
German	A1	A1	A1	A1	A1
	Zertificat				

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages - Self-assessment grid

Communication skills

-excellent oral communication skills to present work accurately and convincingly explain complex issues to a broad range of audiences; this skill was gained mainly by: a) my managerial tasks at OPAP S.A. from 2009 up-to-now, and b) my teaching to diverse adult audiences from 2000 onwards.
-ability to draft and review concise texts for disseminating data and information online to make them understandable to wide and diverse target groups. This skill was earned as a result of: a) my occupation as a manager of the R&D team of Intracom S.A. dealing with EU funded projects, and b) the dissemination of my research during my PHD focusing on VET on various contexts.

Organisational / managerial skills

- leadership (currently responsible for a team of 5 people in Thessaloniki and supporting over 60 for the whole OPAP S.A. in specific areas like sales monitoring)
- experience in transnational research projects and good organisational skills gained as manager of the R&D department of Intracom S.A. in Thessaloniki, dealing with EU funded projects involving collaboration with a range of stakeholders at European and national levels
- good team-leading skills gained as leader of OPAP Sales Support team in North Greece
-strong analytical skills to draw policy conclusions and recommendations for key issues and trends in European VET and adult learning policies; this was earned through my engagement in professional teaching of adults along with my PHD

Job-related skills

-specific experience in carrying out research and policy analysis in:
(i) work-based learning, as gained from my continuous involvement in adult training offered through the Greek National Public Administration – Institute of Vocational Training and Education for the public sector, and through Greek National Organisation for the Certification of Qualifications & Vocational Guidance (EOPPEP) for the private sector
(ii) the role of VET and adult learning for labour market integration and social inclusion, as gained

through my PHD projects carried out in 2nd Chance School of Thessaloniki

-good knowledge and understanding of key issues in European VET and adult learning policies, gained through my work during my PHD on projects related to adult training from life-long learning in 2nd chance school of Thessaloniki

-direct professional experience in adult education in the form of teaching as gained from my continuous involvement in adult training from over 17 years (stemming from my work at OPAP and as a training professional in general)

-understanding of national and/or EU public procurement procedures and financial regulations, gained from my involvement in EU funded projects both at Intracom S.A. and University of Macedonia

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Digital skills - Self-assessment grid

Driving licence B

ADDITIONAL INFORMATION

Publications

International Journals (with reviewers)

[1] Samara, D., Magnisalis, I. & Peristeras, V. (2020). Artificial Intelligence and Big Data in Tourism: A Systematic Literature review. *Journal of Hospitality and Tourism Technology* (accepted, in publication process)

[2] Barthelemy, F., Cochez, M., Dimitriadis, I., Karim, N., Loutas, N., Magnisalis, I., Comet, L., Peristeras, V., WYns, B. (2020). Towards a Standard-based Open Data Ecosystem: Analysis of DCAT-AP use at National and European Level, *Electronic Government, an Int. J.* (accepted, under publication)

[3] Gerontas, A., Peristeras, V., Tambouris, E., Kaliva, E., Magnisalis, I., & Tarabanis, K. (2019). Public Service Models: a systematic literature review and synthesis. *IEEE Transactions on Emerging Topics in Computing*.

[4] Magnisalis, I., & Demetriadis, S. (2017). An architecture combining IMS-LD and Web services for flexible data-transfer in CSCL. *IEEE Transactions on Learning Technologies*, 10(2), 205-218.

[5] Magnisalis, I., & Demetriadis, S. (2015). Tool Orchestration in e-Collaboration: A Case Study Analyzing the Developer and Student Perspectives. *International Journal of e-Collaboration (IJeC)*, 11(4), 40-63.

[6] Magnisalis, I., Demetriadis, S., & Karakostas, A. (2011). Adaptive and intelligent systems for collaborative learning support: A review of the field. *IEEE transactions on Learning Technologies*, 4(1), 5-20.

Workshops

[1] Demetriadis, S., Magnisalis, I., & Karakostas, A. (2009). Adaptation Patterns in Systems for Collaborative Learning and the Role of the Learning Design Specification. In *Scripted vs. Free CS Collaboration: Alternatives and Paths for Adaptable and Flexible CS Scripted Collaboration Workshop in CSCL* (pp. 43-47).

International Conferences (with reviewers)

[1] Shah, S. I. H., Peristeras, V., & Magnisalis, I. (2020). Government (Big) Data Ecosystem: Definition, Classification of Actors, and Their Roles. *International Journal of Computer and Information*

Engineering, 14(4), 102-114.

- [2] Shah, S. I. H., Peristeras, V., & Magnisalis, I. (2020). Government (Big) Data Ecosystems: A Systematic Literature Review. Accepted in *Conference - Digital Information management*, to be held in June 2020, in Italy.
- [3] Magnisalis, I., Demetriadis, S., & Papadopoulos, P. M. (2016). Can Peers Rate Reliably as Experts in Small CSCL Groups?. In *International Conference on Intelligent Tutoring Systems* (pp. 280-285). Springer International Publishing.
- [4] Magnisalis, I. D., & Demetriadis, S. N. (2014, September). Case Studies on the Orchestration of Technology-Enhanced Collaboration Scripts through the MAPIS3 Architecture. In *2014 International Conference on Intelligent Networking and Collaborative Systems (INCoS)*, (pp. 665-670). IEEE.
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Project and Master Thesis I supervised (available also online)

- Mouratidis, Konstantinos, 2020, Implementation of a webbased platform for Data Analysis, Visualization and Machine Learning (to be uploaded at IHU public library)
- Sgagia, Sofia, 2019, Collaborative analytics and recommendations in social learning networks, Available at: <http://hdl.handle.net/11544/29254>, [Accessed May 17, 2020].
- Karamitsos, Ioannis, 2019, Chatbots for Greek/EU Public Services, Available at: <http://hdl.handle.net/11544/29338>, [Accessed May 17, 2020].

IT related skills

- Project management: Application of Open project tool, **Jira and Confluence** and **PM²**

methodology, Total Quality Control & Management (TQM), RISM Management with ITRSM² methodology

- **Data science technologies and tools**: R, Python (Jupyter, Databricks and Anaconda environments), KNIME Analytics, RapidMiner, Orange3, AzureML studio, AWS Sagemaker, EMR and HDInsights for Big data based on Hadoop and Apache Spark.
- **Exploratory data analysis and visualization tools**: SPSS, Matlab, PowerBI, QLIK Sense, Tableaux. Integration of PowerBI with R, Python and D3.JS.
- **Education and administration** related tools and skills: Elearning tools and platforms (Moodle, Blackboard, Goole, Microsoft etc.), Total Quality Control & Management (TQM), Web servers (installation and maintenance), Statistics (teaching), Systems investigation, Semantic technologies and information and knowledge and ontological representation and interchange technologies in the Web (XML-XSLT, XPath/XSLT, RDF, RDF Schema, OWL, SWRL, OWL2 RL).
- Software engineering related: SAP Hava and ERP, Siebel CRM, Relational databases (programming), Web programming, Systems development, Extensible Markup Language (XML), COM/DCOM (distributed object technology), Product integration, Java, Leadership development, Apache web server, PL/SQL (database administration), SAP CRM, Active Server Pages (ASP), Market surveys (result analysis), Editorial adaptation of teaching aids, Web design, Staff development, ISO/TR 10013:2001 (guidelines for quality management system documentation), Media technology, IIS web server, Logic management and development model, ActionScript, Market analysis, System testing, Project management, Client/server (programming), Business intelligence, Quality management (ISO 9000 series), MS-DOS, C++ (programming language), CORBA standard, Hardware testing, Material and production control, Open Database Connectivity (programming), Continuous work improvement, Product specifications, Budget responsibility, Sales statistics, E-commerce (business development), Computer communications (teaching), Telecommunications, Object-oriented programming, Test management (data systems), SQL, UNIX, Commercial law, Small company economics, Database design (logical), Web services, Linux, Database design (physical), Import and export documentation, Graphical user interface system development, Quality control, Geographical information systems, Risk management, agility, Geographical information system (teaching), Logistics, E-commerce (systems development), Systems administration, Negotiating experience, Improvisation, Education planning, Ruby, Data modelling, Systems design, Staff responsibility, Web page production (providing training), Oracle CRM On Demand Solutions.
- Web application development related skills: Java-script, HTML5, CSS, Computer technology (engineering), Data analysis and visualization, Web analytics (Google analytics and Piwik/Matomo), ICT project management with PM tools (MS Project, Jira, RedMine, Asana, OpenProject etc.), Cloud computing (AWS, Azure, Google Cloud), Oracle Applications, Presentation programmes (providing training), Total Quality Management (TQM), Training, Quality assurance, Cascading Style Sheets (CSS), Graphical user interface programming, Interaction design, Marketing (market communication), ISO 10015:1999 (guidelines for training), Computer telephony integration (CTI), Asset management, Systems integration, Web editing, Oracle (programming), UMTS, Test management (electronics), Oracle (database administration), Presentation techniques, Applications programming, Performance and security testing, Data warehouse applications, Drafting of agreements and contracts, Business administration, C#, , Oracle E-Business Suite, MS Project, PL/SQL (database development), Game research, Spreadsheets (providing training), Python (programming language), Web site management

[Link to shared documents](#)

The following link includes all the necessary information and documents to verify the work experience and studies already mentioned:

[Shared Documents](#)

IOANNIS MAGNISALIS






Mother tongue(s)

Greek

Foreign language(s)

English, German

English
Self-assessment of language skills

UNDERSTANDING		SPEAKING		WRITING
 Listening	 Reading	 Spoken interaction	 Spoken production	 Writing
C2 Proficient user	C2 Proficient user	C2 Proficient user	C2 Proficient user	C2 Proficient user






Certificates and diplomas

Title	Awarding body	Date	Level*
Oxford Proficiency	University of Oxford	05/1991	C2
Michigan Proficiency	University of Michigan	16/02/1991	C2

Linguistic and intercultural experience






Description	Duration
Using languages for study or training and work: -For my PHD and work at OPAP I constantly use english language in both oral and written forms.	-

German
Self-assessment of language skills

UNDERSTANDING		SPEAKING		WRITING
 Listening	 Reading	 Spoken interaction	 Spoken production	 Writing
A1 Basic user	A1 Basic user	A1 Basic user	A1 Basic user	A1 Basic user

Certificates and diplomas			
Title	Awarding body	Date	Level*
Zertificat	Goethe Institut	11/09/1995	A1

Common European Framework of Reference for Languages - Self-assessment grid

		A1 Basic user	A2 Basic User	B1 Independent user	B2 Independent user	C1 Proficient user	C2 Proficient user
Understanding	 Listening	I can understand familiar words and very basic phrases concerning myself, my family and immediate concrete surroundings when people speak slowly and clearly.	I can understand phrases and the highest frequency vocabulary related to areas of most immediate personal relevance (e.g. very basic personal and family information, shopping, local area, employment). I can catch the main point in short, clear, simple messages and announcements.	I can understand the main points of clear standard speech on familiar matters regularly encountered in work, school, leisure, etc. I can understand the main point of many radio or TV programmes on current affairs or topics of personal or professional interest when the delivery is relatively slow and clear.	I can understand extended speech and lectures and follow even complex lines of argument provided the topic is reasonably familiar. I can understand most TV news and current affairs programmes. I can understand the majority of films in standard dialect.	I can understand extended speech even when it is not clearly structured and when relationships are only implied and not signalled explicitly. I can understand television programmes and films without too much effort.	I have no difficulty in understanding any kind of spoken language, whether live or broadcast, even when delivered at fast native speed, provided I have some time to get familiar with the accent.
	 Reading	I can understand familiar names, words and very simple sentences, for example on notices and posters or in catalogues.	I can read very short, simple texts. I can find specific, predictable information in simple everyday material such as advertisements, prospectuses, menus and timetables and I can understand short simple personal letters.	I can understand texts that consist mainly of high frequency everyday or job-related language. I can understand the description of events, feelings and wishes in personal letters.	I can read articles and reports concerned with contemporary problems in which the writers adopt particular attitudes or viewpoints. I can understand contemporary literary prose.	I can understand long and complex factual and literary texts, appreciating distinctions of style. I can understand specialised articles and longer technical instructions, even when they do not relate to my field.	I can read with ease virtually all forms of the written language, including abstract, structurally or linguistically complex texts such as manuals, specialised articles and literary works.
Speaking	 Spoken interaction]	I can interact in a simple way provided the other person is prepared to repeat or rephrase things at a slower rate of speech and help me formulate what I'm trying to say. I can ask and answer simple questions in areas of immediate need or on very familiar topics.	I can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar topics and activities. I can handle very short social exchanges, even though I can't usually understand enough to keep the conversation going myself.	I can deal with most situations likely to arise whilst travelling in an area where the language is spoken. I can enter unprepared into conversation on topics that are familiar, of personal interest or pertinent to everyday life (e.g. family, hobbies, work, travel and current events).	I can interact with a degree of fluency and spontaneity that makes regular interaction with native speakers quite possible. I can take an active part in discussion in familiar contexts, accounting for and sustaining my views.	I can express myself fluently and spontaneously without much obvious searching for expressions. I can use language flexibly and effectively for social and professional purposes. I can formulate ideas and opinions with precision and relate my contribution skilfully to those of other speakers.	I can take part effortlessly in any conversation or discussion and have a good familiarity with idiomatic expressions and colloquialisms. I can express myself fluently and convey finer shades of meaning precisely. If I do have a problem I can backtrack and restructure around the difficulty so smoothly that other people are hardly aware of it.
	 Spoken production	I can use simple phrases and sentences to describe where I live and people I know.	I can use a series of phrases and sentences to describe in simple terms my family and other people, living conditions, my educational background and my present or most recent job.	I can connect phrases in a simple way in order to describe experiences and events, my dreams, hopes and ambitions. I can briefly give reasons and explanations for opinions and plans. I can narrate a story or relate the plot of a book or film and describe my reactions.	I can present clear, detailed descriptions on a wide range of subjects related to my field of interest. I can explain a viewpoint on a topical issue giving the advantages and disadvantages of various options.	I can present clear, detailed descriptions of complex subjects integrating sub-themes, developing particular points and rounding off with an appropriate conclusion.	I can present a clear, smoothly-flowing description or argument in a style appropriate to the context and with an effective logical structure which helps the recipient to notice and remember significant points.
Writing	 Writing	I can write a short, simple postcard, for example sending holiday greetings. I can fill in forms with personal details, for example entering my name, nationality and address on a hotel registration form.	I can write short, simple notes and messages. I can write a very simple personal letter, for example thanking someone for something.	I can write simple connected text on topics which are familiar or of personal interest. I can write personal letters describing experiences and impressions.	I can write clear, detailed text on a wide range of subjects related to my interests. I can write an essay or report, passing on information or giving reasons in support of or against a particular point of view. I can write letters highlighting the personal significance of events and experiences.	I can express myself in clear, well-structured text, expressing points of view at some length. I can write about complex subjects in a letter, an essay or a report, underlining what I consider to be the salient issues. I can select a style appropriate to the reader in mind.	I can write clear, smoothly-flowing text in an appropriate style. I can write complex letters, reports or articles which present a case with an effective logical structure which helps the recipient to notice and remember significant points. I can write summaries and reviews of professional or literary works.

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