

THOMAS ZIOGAS

Business Development Manager-Partner at NAI Hellas/ AVENT S.A.



Company:	NAI Hellas/ AVENT S.A. (member of NAI Global) 4 Nikitara Str. & Psaron, 152 32 Chalandri, Athens, Greece Tel. +30 210 6811760, +30 6944 91 8148
Position held:	Business Development Manager - Partner
Activities and Responsibilities:	Serves as a lead facilitator both internally and externally for ongoing projects. He establishes communication with clients and develops the corporate brand strategy. He is active in agency and investment sales and developing the hospitality department. Additionally he acts as the liaison between NAI Global and the local team of NAI Hellas.
Education:	B.Sc., M.Sc., MBA
Certifications:	MRICS, REV

WORK EXPERIENCE

2012 – onwards	NAI Hellas/ AVENT S.A. (member of NAI Global) <i>Business Development Manager - Partner</i>
2003 - 2012	King Hellas S.A – International property consultants (the associate firm of King Sturge in Greece) <i>Managing Director - Partner</i>
1999 -2003	FPD Savills (Greece) - Valuation, Consulting and agency services
1997 – 1999	Money and Stock Broker, Freelance property consultant.

EDUCATIONAL BACKGROUND

1990-1994: University of LaVerne USA, B.Sc.

1994-1995: University of Nottingham UK, MBA Finance

1999-2001: Athens University of Economics & Business Greece, M.Sc. Finance & Banking

2001-2002: The College of Estate Management, Reading UK (RICS accredited modules)

PROFESSIONAL AFFILIATIONS & DESIGNATIONS

Member of the Royal Institution of Chartered Surveyors (MRICS)

Recognized European Valuer by TEGoVA (REV Scheme)

Member of the Association of Greek Valuers (A.VA.G.)

Significant Transactions

- Large Property Valuations: National Bank of Greece, Bank of Greece/European Central Bank, EYDAP, BlackRock, EYATH S.A., NEOREIO-SIROS SHIPYARD S.A., BOUTARIS Group, EUROMEDICA Group, ARAB Bank Plc., IATRIKO ATHINON Group, Eleusina Shipyards, LAFARGE BETON, Hellenic Fishfarms group, COCA COLA Hellas, Piraeus Bank, Alpha Bank, BAYER AG, ONASSIS FOUNDATION, EUROBANK PROPERTIES REIC, ELETSON Shipping, GEK-TERNA, ELFE Group, Deloitte, KPMG, PwC, Jones Lang LaSalle, MERCEDES BENZ, BOSCH-SIEMENS, CARREFOUR, Syngelides Group, Elastron, ASTRA ZENECA, Helios Plaza.
- Greek state's property portfolio for the purpose of securitization.
- Hotel Valuations including: Grecotel Group, Kypriotis Group, Helecta Palace,
- Expert witness to Greek and foreign courts
- Large Portfolio Valuations: EUROBANK REIC, Bank of Greece/ECB, EUROMEDICA
- Due Diligence for various investment transactions
- Investment sales & advisory for various types of property
- Acted as a consultant to the Greek State for various PPP/PFI projects
- Prepared the "Market Value Forecasting Model" for BlackRock and PIMCO
- Acted as agent for the sale or lease of properties for clients including: Walt Disney, Wincor Nixdorf, Roche Diagnostics, Cisco Systems, Onassis Foundation