



Academic Personnel Short Profile / Short CV

University:	Neapolis University Pafos
Surname:	Rigopoulos
Name:	Konstantinos
Rank/Position:	Visiting Lecturer (SEP)
Faculty:	School of Economics, Administration and Computer Science
Department:	Department of Economics and Business
Scientific Domain: *	Marketing Strategy/ Business to Business Marketing

** Field of Specialization*

Academic qualifications (list by highest qualification)

Qualification	Year	Awarding Institution	Department	Thesis title (Optional Entry)
Ph.D.	2018	Nyenrode Business University	Marketing and Supply Chain Management	Customer Intelligence and its effect on Buyer-Seller Relationships in Business Markets
M.Sc.	2008	Erasmus University Rotterdam	Rotterdam School of Management	Improving sales efficiency through information technology in Business Markets
B.Sc.	2006	Athens University of Economics and Business	Marketing and Communication	

Employment history in Academic Institutions/Research Centers – List by the three (3) most recent

Period of employment		Employer	Location	Position
From	To			
2020	2020	VSE University of Economics	Prague, Czech Republic	Visiting Lecturer
2019	2019	Università Bocconi	Milan, Italy	Visiting Lecturer
2018	2019	University of Greenwich	London, United Kingdom	Visiting Lecturer

Key refereed journal papers, monographs, books, conference publications etc. List the five (5) more recent and other five (5) selected –(max total 10)

Ref. Number	Year	Title	Other authors	Journal and Publisher / Conference	Vol.	Pages
1	2020	When customer gratitude does not work in business-to-business sales?	Rigopoulos, Konstantinos, Robben, Henry, Groenland Edward & Peelen, Ed	49 th European Marketing Academy Conference		
2	2014	Improving Sales Efficiency through Information Technology Deployment in Business Markets	Rigopoulos, Konstantinos, Robben, Henry, & Peelen, Ed	43 rd European Marketing Academy Conference		
3	2013	Improving Sales Efficiency through Information Technology in Business Markets	Konstantinos Rigopoulos, Ed Pelen & Gerrit van Bruggen	3rd International PhD conference Open University Netherlands		
4	2009	Het verbeteren van de sales productiviteit met informatiesystemen	Konstantinos Rigopoulos, Ed Pelen & Gerrit van Bruggen	Sales Expert	5 (1)	30-33

**Research Projects. List the five (5) more recent and other five (5) selected
(max total 10)**

Ref. Number	Date	Title	Funded by	Project Role*
1	2021	Marketing Simulation	EU/VSE	Teaching Simulation Expert

**Academic Consulting Services and/or Participation in Councils / Boards/ Editorial Committees.
List the five (5) more recent (Optional Entry)**

Ref. Number	Period	Organization	Title of Position or Service	Key Activities
1	2018-today	Nyenrode Business Universiteit	Visiting Fellow	Participation- consulting in Research projects
2	2019-today	Democritus University Thrace	Visiting Researcher	Participation- consulting in Research projects
3	2020-Today	VSE, Economic School Prague	Visiting Researcher	Creation of Marketing Simulation teaching program

**Awards / International Recognition (where applicable). List the five (5) more recent and other five (5) selected.
(max total 10) (Optional Entry)**

Ref. Number	Date	Title	Awarded by:
1	2007-2011	Scholarship for post- graduate studies due to excellent academic performance (merit based-top 1%)	Greek State Scholarship Foundation