

KONSTANTINOS NIKOLOPOULOS

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SUMMARY

A senior and respected Healthcare and Medical Technologies expert with skills around business analytics, health economics, leadership, and general management. Over 6 years of experience in market research and strategy consulting having managed client engagements for Fortune 500, emerging and start-up companies as well as the global investment community.

EXPERIENCE

FROST & SULLIVAN LTD.

Feb 2005 – Present

Director, Health Economics & Future Strategy Group, London, UK (Jan 2011 – Present)

The Frost & Sullivan Health Economics & Future Strategy Group provides fact-based strategic support for senior executives on critical healthcare issues and global megatrends. In his role as Director, Konstantinos, leads the research strategy of the Group and owns all written and interactive deliverables. Since September 2008 he is a member of the Global Research Committee and in charge of the EMEA Awards Task Force.

- Established and heads a global team of principal consultants, strategists and health economists and functions as a mentor and key strategic advisor on customised research and consulting projects. He maintains close client relationships and personally drives business development.
- Konstantinos is considered a market specialist and a global champion for Medical Technologies, Health Economics & Strategy and was instrumental in launching and developing the CEO 360 reports for Frost & Sullivan's Healthcare Business Unit.
- Offers strategic commentary and insight into major market trends and developments, frequently presents his market expertise to senior level audiences while also has a prominent role at Frost & Sullivan events.
- Nominated to the Global Research Committee (GRC) of Frost & Sullivan in Sep 2008, that strategically leads and directs the global research of Frost & Sullivan. The GRC is chaired by the VP of Global Research and reports directly into the board of directors. Involved with several global projects that will define and shape future research activities.
- Established and heads since Oct 2008 a dedicated EMEA Awards task force to drive production, process optimisation and best practice sharing between business units and regions. Supervises a team of 20+ people at various levels and works closely with sales and promotion teams to improve key performance metrics. In the first year awards production grew by 11%, crossing the 1,000 awards mark for the first time in the company's history.

Programme Manager (EMEA), Healthcare, London, UK (Jan 2008 – Dec 2010)

Konstantinos managed the research team and output for the "Healthcare & Life Sciences IT" programme area in Europe, Middle East and Africa. He was responsible for developing the vision and driving the research strategy for the programme area including market coverage and content development and was directly involved in business development activities.

- Had full responsibility for managing production, increasing project profitability and supporting new business development, reporting directly to the Research Director.
- Developed and implemented a research framework designed to improve efficiencies and increase productivity. This led to the completion of research and consulting work that translated to an average of 2,200 billable hours for each team member per calendar year – 20% higher than company average.
- Involved in developing account plans for sales support used for business development activities. Working closely with the sales team, penetration of key accounts has been improved contributing to year-on-year increased sales by 10%.
- Led the Awards Optimization Programme for the entire Healthcare business unit, ensuring adherence to strict quality standards for over 200 Best Practice awards per annum. Increased the year-on-year penetration rates to 21% in 2008, 23% in 2009 and 26% in 2010, contributing revenues in excess of US\$ 500,000 per year.

Industry Analyst (EMEA), Healthcare, London, UK (Jan 2006 – Dec 2007)

Worked as a consultant, lead analyst and project manager on both ad-hoc and syndicated projects undertaken for global corporations within the “Healthcare & Life Sciences IT” programme area.

- Delivered on high value consulting and research engagements by working very closely with clients on and off-site in a highly efficient manner. These have included global market profiling, business opportunity assessment, competitive benchmarking, best practice identification and partner selection in fields ranging from Healthcare and Life Sciences IT to Medical Imaging and Patient Monitoring. All projects completed ahead of deadline and consistently achieved at least 10-15% higher project profitability than company average.
- Developed key consulting tools around analysis and numerical modelling that were instrumental in winning key consulting engagements and helped increase conversion rate by approximately 20%.
- Member of the Healthcare strategy development team responsible for the development of a Strategy Knowledge Centre comprising of data representation models, statistical tools and strategy development kits.
- Involved in business development activities contributing to increased key account sales by an average of 20% and syndicated research renewal rates of 80% – the highest amongst all Healthcare programme areas.
- Initiated and managed the Awards Optimization Programme for the entire Healthcare business unit. Increased the year-on-year award production by 16% in 2006 and 21% in 2007. This translated to 20% annual increase in revenues.

Research Analyst (EMEA), Healthcare, London, UK (Feb 2005 – Dec 2005)

Worked as an analyst on ad-hoc and syndicated projects within the “Healthcare & Life Sciences IT” programme area.

- Completed several research studies and consulting projects on areas ranging from Hospital and Primary Care Information Systems, to emerging Healthcare IT markets and modernisation initiatives. These reports contributed to around US\$ 300,000 worth of sales.
- Researched and validated a total of 12 Best Practice Awards contributing in excess of US\$ 100,000 in revenues.
- Authored a number of industry focussed articles published in various portals, newsletters and industry journals, thus increasing the visibility of the company and its service offerings.
- Attended and presented at various industry events building a reputation as a knowledgeable industry expert.

EDUCATION

CITY UNIVERSITY, SCHOOL OF HEALTH SCIENCES, London, UK MSc Health Management (Executive Management)	Expected Sep 2012
CITY UNIVERSITY, CENTRE FOR HEALTH INFORMATICS, London, UK Postgraduate Certificate in Healthcare Technologies	Jan 2005
UNIVERSITY OF GREENWICH, London, UK Bachelor of Science, Biomedical Sciences	Jul 2003
13th INTEGRATED SENIOR HIGH SCHOOL, Patras, Greece Certificate of Graduation - Apolytirion	Jul 1999

ADDITIONAL INFORMATION

- Full member of the Strategic Planning Society (SPS), the UK Council for Health Informatics Professions (UKCHIP), and the World Future Society (WFS), and an Associate of the British Computer Society (BCS).
- Expert user of Microsoft Windows and Office software and strong user of statistical analysis packages such as SPSS.
- Holds the European Computer Driving License (ECDL).
- Fluent in Greek (Mother tongue) and English and basic ability in German.
- A keen sportsman, often playing football and basketball, while he enjoys swimming and regular gym sessions.