



Zoi Covatsou

Date of birth: 19/02/1995

Nationality: Greek

CONTACT

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WORK EXPERIENCE

2024 – CURRENT Greece

Research Associate Medical Physics & Digital Innovation Lab,
School of Medicine, Aristotle University of Thessaloniki

2022 – 2023 Greece

Business developer Mental Health Solutions - Partner of
Monsenso A/S in Greece

- Implementation of the localization of Monsenso mhealth solution – designing app/web portal content
- Integration of the solution to the processes, systems and medical protocols of clinics
- Creation and documentation of new processes for implementation of solution
- Ensuring projects are implemented according to agreed time, quality, costs and resources
- Conducting comprehensive training sessions and offered technical and scientific assistance to clinicians and patients
- Customer and market segment screening and analysis
- Product implementation in research projects and commercial clients
- Identifying and acquiring new customers to enable scalability of the business
- Social media content
- Participation in international/local conferences and exhibitions

2022 – 2023 Greece

External Consultant PSYCHIS OMMA Tzeranis
Neuropsychiatric Clinic

- Mapping the opportunities for digital transformation of the clinic's internal processes
- Project Management services for the development of an electronic platform that will allow the possibility of planning, paying and implementing sessions with the clinic's mental health specialists
- Integration of the Monsenso Solution to the processes, systems and medical protocols of the clinic and the related publicity in clinic's social media

Project success has been confirmed by the Silver Award in the 'Innovative Equipment' category of BOUSSIAS HEALTHCARE BUSINESS AWARDS 2023

2021 – 2022 Greece

Product Specialist - Healthcare Solutions BIODYNAMICS SA

- Leading the sales efforts for healthcare equipment and consumables in Greece
- Launching mass email marketing campaigns for broadening customer base
- Delivering technical support to customers
- Participating in tender competitions, financial quotations for clients optimizing sales process
- Providing pricing strategy and ensure pricing compliance for segment opportunities
- Estimating date of delivery to customer based on knowledge of the company's production and delivery schedules
- Forecasting orders and sales of assigned territory and submit monthly report
- Representing company at conferences to promote products and services

2019 – 2021 Greece

Sales specialist- Healthcare Solutions BIODYNAMICS SA

2019 – 2019 Greece

Medical Administrator IASO Pediatric Hospital

EDUCATION AND TRAINING

2019 – 2020

● **Master 'Ehealth and Telemedicine Management'** Rome Business School

Website <https://romebusinessschool.com/master-in-e-health-management/>

2013 – 2018 Greece

● **BSc Biomedical Engineering** University of West Attica

Website <https://bisc.uniwa.gr/en/homepage/>

LANGUAGE SKILLS

MOTHER TONGUE(S): Greek

OTHER LANGUAGE(S): English

CONFERENCES AND SEMINARS

● Courses

Medical Summer School 'Towards building sustainable and co-created telemedicine systems in Western Balkan Countries', Polytechnic University of Tirana, Albania
Alumni Member, Stavros Niarchos Foundation
Bioethics Academy/ Johns Hopkins Berman Institute of Bioethics (JHU)
Bioethics, National Kapodistrian University of Athens
Certificate in Coaching, National Kapodistrian University of Athens
Sign Language, Third Level, KENG
Reading & Writing Braille Code, Center for Education and Rehabilitation for the Blind
Summer School, National Centre for Scientific Research of 'DEMOCRITUS'

COMMUNICATION AND INTERPERSONAL SKILLS

● Communication

Poster Presentation at 31st Panhellenic Congress of Psychiatry in collaboration with PSYCHIS OMMA Tzeranis
Neuropsychiatric Clinic - 2023
First digital health tool application in psychiatric patients in Greece - 6 months study and results

VOLUNTEERING

● Volunteering

2024-Present Women on Top Mentor
2020 Prolepsis Institute of Preventive Medicine Environmental and Occupational Health Management Operations