



## ANDREAS G. DIMOPOULOS

Davaki 82 – 15669, Papagou, Athens, Greece

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### EDUCATION :

University of Milan (Italy)  
Department of Audiology, Policlinico Milano  
School for hearing aid fitting  
1983 – 1986  
Providence Hospital Southfield, Michigan, USA  
Audiology Clinic  
Training for diagnosis and treatment of Vestibular disorders  
1990  
Clinical experience: In hospital environment and in private practice.

### EMPLOYMENT :

Chairman and major partner: DAMPLAID SA - Athens, Greece

#### Professional career history:

1989-present

Medical Department.

Sales Director/Manager.

Decision making processes by creating and maintaining business cases and business development analytics.

Review and Implementation of ideas from diverse sources for strategic fit and portfolio placement.

Monitoring of the National and International healthcare environment changes and adaptation to the current strategy and planning.

Development and Management of PR with external - clinical institutions and key opinion leaders.

Management and decision making in Marketing activities, Customer Training Program, Events organization.

#### Hearing Healthcare Department

Sales Director/Manager, Scientific Program Manager

Development and Supervision of an e-learning intra-company

Audioprosthetics training course.

Evaluation, monitoring and influencing of current tendencies in Hearing Healthcare.

Mentor and Consultant in the applied Greek National Hearing Screening Program (Knea.gr).

#### General

Organization of the Technical Service Department, Supervision and approval of Service Contracts, Installation Project Management, Delivery Quality Control.

Creation and maintenance of a national strategy backlog.

Understanding of IT, networking and distributed computing environment concepts.

Knowledge transfer in Audiology  
Application manager in Audiology clinical techniques.  
Basic experience in clinical neurophysiology applications and IOM.  
Advance experience in Audiology installations and commencing in more than 400 different cases.  
Collaborator and trainee of Audiology techniques in University of Athens, Medical School, ENT Department.

Specialization  
Neurophysiologic applications in Audiological evaluation.  
Clinical Audiometry in HI fitting.  
Probe Microphone Measurement in Hearing Aid Fitting.

Conference Presentations  
Τα Ακουστικά Βαρηκοΐας και η Ακοομετρία “αλλιώς”, 18<sup>th</sup> National ENT Congress, 15-18 October 2015, Patra, Greece.

Εφαρμογή Ακουστικών – Συστημάτων Εκπαίδευσης και Λογοθεραπείας στην Παιδική Βαρηκοΐα, 8<sup>th</sup> Training Seminar of Audioprosthetics, 2<sup>nd</sup> April 2016, Athens, Greece.

Τέχνη και Επιστήμη στην Εφαρμογή Ακουστικών Βαρηκοΐας 9<sup>th</sup> Training Seminar of Audioprosthetics, 18<sup>th</sup> March 2017, Athens, Greece.

Thesis  
Andreas Dimopoulos, 1986, Il Marketing Nella Protesi Acustica, Univerista Degli Studi Di Milano, Istituto di Audiologia, Scuola per Tecnici Audioprotesisti, Relatore: Prof. Massimo Del Bo, Correlatore: Prof. Antonio Arpini

Books  
“Η Ακουστική Ενίσχυση στα παιδιά” chapter in the forthcoming book in Audiology of Prof. J. Xenelis.

#### INTERNATIONAL BACKGROUND:

Fluency in English, Italian, Greek.  
Lived in Italy (1983 - 1986).  
Lived in US (1990).  
Traveled throughout the world.

#### PERSONAL DATA :

Marital status: Married with two kids  
Date of Birth: 14 - 02 - 66  
Nationality: Greek