




PERSONAL INFORMATION

Sotiris Prokopiou, PhD

 PwC Central
 43 Demostheni Severi Avenue,
 CY-1080 Nicosia,
 Cyprus

 Direct: 00357-22555395

 Mobile: 00357-99336376

 sotiris.prokopiou@pwc.com

Sex Male | Date of birth 29/03/1983 | Nationality Cypriot

ROLE IN THE TEAM

Manager,
 Advisory – Digital Transformation Services

PROFILE



"From data and systems modeling to Augmented Business Insights".

Sotiris is a Business Consultant in PwC Cyprus with a 10-year academic and industrial experience. He has extensive technical background and business acumen along with very strong communication and relationship management skills. His main expertise lies in business and IT consulting, complex systems modelling, industrial digital applications, simulations, data analytics and metrics, start-ups, digital innovation and transformation.

Personal website: <http://sotirisprokopiou.weebly.com/>

LinkedIn: <https://il.linkedin.com/in/sotirisprokopioucosmo>

WORK EXPERIENCE

02/2018 – present

Manager – Advisory (Digital Transformation Services)

PwC Cyprus

Core Team Member of Digital Transformation Projects with multiple tasks including project management, IT strategy and governance, analysis of business processes, and business analysis tasks.

Main activities:

- Project Management
- Analysis and design of business processes: work with customers to understand their pain points and challenges ("as-is" business and IT environment) and ultimately formulate their transformation journey.
- Prepare business and IT propositions. IT propositions concern IT Governance and strategy, applications and systems, digital strategy and customer experience, data governance and management.
- Design and Evaluation of Functional and Technical System Requirements
- Apply Holistic Business Consulting Approach: close collaboration with multiple lines of service (Processes and operations, People and Organisation, governance and organisation, Data Analytics) within PwC to prepare and provide holistic Digital Transformation solutions based on PwC's BXT (Business-Experience-Technology) end-to-end approach
- Participate and organise client workshops and events
- Lead and Contribute to formal Bids and Invitations to Tender
- Core Team member of the Business Development team for the Banking industry

Business sectors: Cross industry (with main focus on Pharmaceutical, Utilities, Banking)

Professional training: Project Management (PMP)

07/2016 - 01/2018

Solution ConsultantCosmo Tech (Lyon, France)

Main activities

- Work with customers to understand their business issues and formulate technical and business value propositions
- Drive the technical steps of the commercial process: feasibility assessment, demonstrations, technical workshops, proposals, solution value assessments, return on investment analysis
- Educate customers on the value of the product through pilot or proof of concept deployments
- Provide solution expertise, around the CoSMo platform and applications
- Develop a trusted advisor relationship, maintain ongoing relationships with customers as the recognized CoSMo expert
- Facilitate future growth opportunities and customer enablement by identifying new use cases and applications
- Work with Partners to transfer knowledge, build joint value propositions, and provide support as required during the pre-sales cycles
- Contribute to formal Bids and Invitations to Tender
- Develop competitive knowledge and leverage in pre-sales cycle
- Participate to trade shows or events
- Provide ongoing thought leadership by way of technical whitepapers or communications on social networks
- Help create new vertical content of collaterals (such as case studies)
- Keep up with industry trends and best practices
- Provide feedback to the Engineering, Marketing, Support, field sales on value propositions, experiences, lessons learned, product evolution, etc.

Business Sectors: Critical infrastructure (Electricity, Gas, Water, Transportation), Smart Energy Planning

01/2015 - 07/2016

Systems Modeling Engineer R&DCosmo Tech (Lyon, France)

Main activities:

- Analysis of business objectives, pain points and challenges
- Gathering and analysis of qualitative and quantitative data
- Complex model design and development

Projects :

- "ERDF" (French Utility): Electric Vehicle Charging Stations Allocation Model - use of genetic algorithms
- European project (with "Petrogal" in Portugal): Oil Refinery Model – optimization of processes
- "Total" (France): Smart grid model - considering the impact of photovoltaics & batteries
- "BioMerieux" (France, Pharma): Logistic model for biological samples - supply chain model

Business Sectors: T&D Utilities, Smart Grids, Oil & Gas, Pharma

03/2014 - 12/2014

Postdoctoral fellowship

Moffitt Cancer Center (FL, USA)

Department of Integrated Mathematical Oncology

Main activities and sectors:

- Understanding and Analysis and the biological problems with physicians and experimentalists
- Gathering and analysis of qualitative and quantitative data
- Complex model design and development

Projects :

Main activities and sectors:

- Focus on dynamical and agent-based modelling of tumor-immune interactions with focus on radio- and immune-therapy

03/2013 - 02/2014 Postdoctoral fellowship

[INRIA \(Lyon, France\)](#)

Main activities and sectors:

- Understanding and Analysis and the biological problems with and experimentalists
- Gathering and analysis of qualitative and quantitative data
- Complex model design and development
- Organisation of conferences
- Undergraduate and master student projects supervision

Projects :

- Focus on multi-scale modelling of immune system

EDUCATION AND TRAINING

09/2008 - 09/2012 PhD Applied Mathematics in Biosciences

The University of Nottingham (UK)

Centre of Mathematical Medicine and Biology

Principal subjects covered or skills acquired

- Mathematical/computational skills: design and analysis of dynamical systems, design and development of agent-based multiscale modelling
- Biology skills: Understanding of tissue growth, angiogenesis, tumor biology, immunology, cell-cell interactions, radiation, immunotherapy, wet lab skills

09/2003 - 07/2007 BSc Mathematics (Honors)

Aristotle University (Thessaloniki, Greece) – Grade: 9.1 (out of 10) – 2nd of my class

Principal subjects covered or skills acquired

- Applied Mathematics modules

PERSONAL SKILLS

Mother tongue(s) Greek

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
French	C1	C2	C1	C1	B2
German	A1	A1	A1	A1	A1

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user
[Common European Framework of Reference for Languages](#)

Communication skills

- Excellent communication skills gained through my experience as Solution Consultant, member of the Sales team, in my most recent role in Cosmo Tech company

Organisational / managerial skills

- Leadership skills acquired mainly during my research/academic career with students and also during my most recent role as a Solution Consultant coordinating people from different teams to manage tasks with the upper goal to deliver results in a responsible, resilient and passionate manner.

Job-related skills

- business and technology acumen
- strategic vision for SME's and start-ups

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficiency	Proficiency	Proficiency	Proficiency	Proficiency

Levels: Basic user - Independent user - Proficient user

[Digital competences - Self-assessment grid](#)

Replace with name of ICT-certificate(s)

- Excellent programming skills acquired during academic and professional posts
- Excellent command of office suite (word processor, spread sheet, presentation software)

Other skills

- During my academic and industrial 10-year journey, I've acquired a strong understanding of both corporate and operational levels of an enterprise so that objectives and actions remain aligned.
- Languages: beginner in Chinese and Russian
- Philosophy and [Writing](#)

ADDITIONAL INFORMATION

SCHOLARSHIPS /AWARDS

- 2013 : ESMTB-EMS Summer school, ENS, Lyon, France (1st price poster award)
- 2008 : Full PhD Studentship from the Nottingham University, UK
- 2007 : Honors-Award from the AUT for my excellent academic progress during my undergraduate studies.
- 2007 : Award "Nikos Danikas" from the AUT for my excellent academic progress in the fields of Mathematical Analysis.
- 2004/2005/2006 : Scholarship from the "National Foundation of Scholarships" in Greece.

TALKS/PRESENTATIONS

I have presented my research work at several places:

- ESMTB-EMS Summer school, ENS, Lyon, France
- Moffitt Cancer Center, FL, USA
- Mathematical Biosciences Institute (MBI), Ohio, USA,
- Indiana University, Biocomplexity Institute, IN, USA
- Lorentz Center, Leiden, Netherlands
- Dept. of Engineering Mathematics, Bristol University, UK
- AngioNet meeting, University of Dundee, Scotland
- British Applied Mathematics Colloquium (BAMC), Edinburgh, Scotland
- Annual Conference, Biosciences Dept., University of Nottingham, UK
- Dept. of Biological Sciences, University of Cyprus

I have presented as an *invited speaker* for Cosmo Tech company:

- Cigre conference (Utilities) in Bucharest, 2016
- Cigre conference (Utilities) in Edinburgh, 2017

PUBLICATIONS

1. "A proliferation saturation index to predict radiation response and personalize radiotherapy fractionation"
Sotiris Prokopiou, Eduardo G. Moros, Jan Poleszczuk, Jimmy Caudell, Javier F. Torres-Roca, Kujtim Latifi, Jae K. Lee, Robert Myerson, Louis B. Harrison and Heiko Enderling,
Radiation Oncology 2015, 10:159
2. "Multiscale modeling of the early CD8 T cell immune response in lymph nodes: an integrative study",
S.A. Prokopiou, Loic Barbaroux, Samuel Bernard, Julien Mafille, Yann Leverrier, Christophe Arpin, Jacqueline Marvel, Olivier Gandrillon, Fabien Crauste,
Computation 2014, 2(4):159-181
3. "Mathematical analysis of a model for the growth of the bovine corpus luteum"
S.A. Prokopiou, H.M. Byrne, M.R. Jeffrey, R.S. Robinson, G. Mann, M.R. Owen,
Journal of Mathematical Biology 2013, doi: 10.1007/s00285-013-0722-2
4. IL-2 sensitivity and exogenous IL-2 concentration gradient tune the productive contact duration of CD8+ T cell-APC: a multiscale modeling study.
Gao X, Arpin C, Marvel J, Prokopiou SA, Gandrillon O, Crauste F.
BMC Systems Biology. 2016;10:77. doi:10.1186/s12918-016-0323-y.
5. Abscopal Benefits of Localized Radiotherapy Depend on Activated T-cell Trafficking and Distribution between Metastatic Lesions
Poleszczuk JT, Luddy KA, Prokopiou S, Robertson-Tessi M, Moros EG, Fishman M, Djeu JY, Finkelstein SE, Enderling H.
Cancer Res. 2016 Mar 1;76(5):1009-18. doi: 10.1158/0008-5472.CAN-15-1423. Epub 2016 Feb 1.
6. A proliferation saturation index to predict radiation response and personalize radiotherapy fractionation.
Prokopiou S, Moros EG, Poleszczuk J, Caudell J, Torres-Roca JF, Latifi K, Lee JK, Myerson R, Harrison LB, Enderling H.
Radiat Oncol. 2015 Jul 31;10:159. doi: 10.1186/s13014-015-0465-x.
7. Integrative modeling of sprout formation in angiogenesis: coupling the VEGFA-Notch signaling in a dynamic stalk-tip cell selection. ArXiv e-prints (2016)
Prokopiou, S.A., Owen, M.R., Byrne, H.M., Ziyad, S., Domigan, C., Iruela-Arispe, M.L., Jiang, Y

BOOK AUTHORSHIP

1. Boas S.E.M., Jiang Y., Merks R.M.H., Prokopiou S.A., Rens E.G. (2018) Cellular Potts Model: Applications to Vasculogenesis and Angiogenesis. In: Louis PY., Nardi F. (eds) Probabilistic Cellular Automata. Emergence, Complexity and Computation, vol 27. Springer, Cham

GOLDEN PARAGRAPH:

Sotiris is a Manager in PwC Cyprus in the Digital Transformation Services within Business Consulting. He has joined the team after completing 15 years of academic, research, and industrial journey in several countries.

Sotiris after completing his PhD in Mathematical/Computational Biology in UK followed by two consecutive postdoctoral fellowships in France and USA where he had been working on medical and pharma projects. He then moved to industry and worked for Cosmo Tech, a French technology company, which developed a unique complex systems modeling and simulation platform that allows the development of different cross-industry digital applications. My roles in Cosmo Tech, first as a Systems Modeling Engineer R&D and later as a Solution Consultant gave me the unique opportunity to develop skills concerning industrial digital applications. Furthermore, as a Solution Consultant I had been leading the European market initiatives and business development, and therefore, I've been involved in various sectors including Critical Infrastructure (electricity, gas, water, transportation), Asset (Infrastructure) Management, Smart Grid and Energy Planning, Process Management, and Pharma.

Areas of expertise developed during the academic and professional posts include:

Project Management, Business and IT Consulting, Analysis and design of business processes, Complex Systems Modeling, Development and Analysis of business (what-if) scenarios, Simulations, Optimization, Data Analytics and Metrics, Industrial digital applications, Start-ups.