

Evros Psiloyenis' Bio



Evros Psiloyenis' career as a transformational leader is a story that spans both oceans and skies.

The young MBA, fluent in English, Spanish, Portuguese, Italian and Greek began in international sales and marketing with companies in marine coatings and lubricants, namely International Paint plc and Burmah Castrol plc.

His noticeable leadership skills led him to diverse roles in operational management to C-level positions for private and publicly traded companies across technology, logistics and aviation. It was during these formative years that Evros' passion for transformational leadership emerged by applying what comes natural to him such as relationship building, being authentic, empathetic, objective, decisive and resilient. Other leadership traits he has honed through his diverse career are strategic thinking and risk management.

Today, Evros provides executive-level advisory services to companies in the aviation sector; helping leadership to successfully navigate their companies through unpredictable economic cycles to achieve long term stability and growth.

Armed with his infectious optimism, Evros leverages his extensive international experience to lead transformational initiatives in ways that, as he puts it, "helps organizations become better versions of themselves.SM"

At Aeronautical Engineers Inc. he saw the development of passenger-to-freighter conversion programs for two Boeing and one Bombardier aircraft types. Piloting corporate reorganization, Evros attracted the necessary engineering, sales and marketing talent to deliver on strategic initiatives, establishing the company as the premier narrow-body passenger-to-freighter expert in the industry. His authorized conversion center program exponentially increased the company's freighter conversion execution throughput by partnering with MRO (maintenance, repair and overhaul) companies in North America and China.

In parallel, Evros as the lead negotiator and advisor to its President helped Commercial Jet Inc grow capacity by acquiring a facility that culminated in a threefold expansion to half-a-million square feet for provisioning commercial aircraft maintenance, repair, overhaul, and modification services. Evros' role as Chief of Staff was critical in running interference for the President internally and

externally for the company. Contract development, negotiations and dispute resolution benefitted from Evros' objective and disarming approach. Always presenting a clear vision of the company's goals and potential, he was able to attract talent for key roles. Evros promoted and maintained cohesive engagement amongst the middle management team and in so doing was able to have them adopt process improvements for increased quality and efficiency gains translating to greater profitability.

In prior years, Evros served as SVP Infrastructure & Support (CIO) with The Descartes Systems Group, a publicly traded global leader in logistics and supply chain management solutions. With IT and customer support under his leadership for two and a half years, his international team was able to revitalize and streamline the worldwide mission critical network, culminating in regaining the trust of thousands of electronic data interchange (EDI) trading partners using Descartes' services across the globe. Millions in operational cost savings were realized while improved performance surpassed Service Level Agreements (SLAs) and helped establish Descartes to the #1 industry ranking in 2004 (ARC Advisory Group) for recurring fees in Transport Management Systems.

Evros' prior responsibilities include launching into the Latin American market for iDirect Inc. for its "last mile" satellite broadband Internet solution provider for corporate, government and educational sectors. Previously, as President and COO for FullMetrics Inc., he spun-off the Supervisory Control and Data Acquisition (SCADA) business and established a technology holding company for portfolio acquisitions under Knowledge Mechanics Group Inc. Five years earlier, for Softvision Plc. in the role of VP Business Development, Evros established the company's market dominance in IT learning media in Italy, Spain, Portugal and France, also helping to launch the company's shares in the London OFEX market.

Evros' entrepreneurial ventures were instrumental in helping to bridge the early technology gap in Portugal by leading the way with IT training services to private and public sector employees across the nation. As innovators, in the early days of pen-based computing, his company pioneered applications for Mobile Resource Management (MRM) for Royal Dutch Shell (now Shell), PepsiCo and Philip Morris.

Psiloyenis holds an MBA from St. John's University in New York and a postgraduate Marketing Diploma from the Chartered Institute of Marketing in the UK. His undergraduate business degree is from the London Guildhall University, UK. He now lives in Miami with his family.
