

# EUROERGASIAKI S.A.

*Vocational Training Center  
& Lifelong Learning Provider*



# Company Profile

**EUROERGASIAKI S.A.** is an innovative training center which operates with high standards taking into account the current challenges in technology and employment.

Since 1994, it has been engaged in the sectors of vocational training, additional training and the human resources development while it is certified by the **National Centre for the Accreditation of Lifelong Learning Providers (EOPPEP)** as a National-level Center of Vocational Training.



# Company Profile

**EUROERGASIAKI S.A.** provides an integrated service line to employees, unemployed, businesses and organizations. The center has got longstanding experience and advanced know-how in the following sectors:

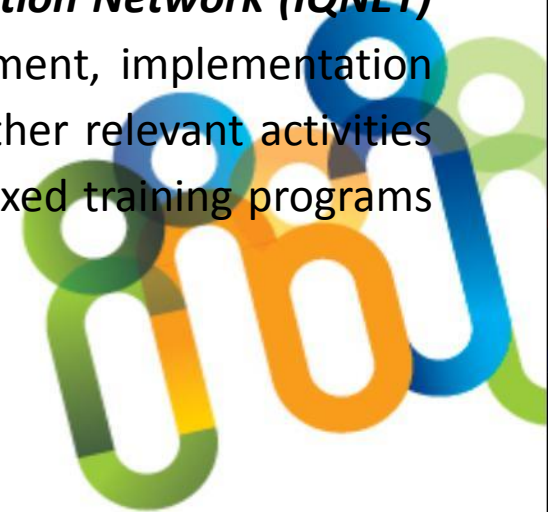
- the management of European and Community funds for the implementation of programs addressed to businesses, government bodies, the regional self-government bodies, unemployed people and socially excluded social groups.
- the planning and implementation of programs which improve trainees' skills, develop trainees' qualifications and enhance their competitiveness in the labor market.
- the provision of services which help businesses to make the most of their human resources and to reach their goals.



# Company Profile

**EUROERGASIAKI S.A.** has already trained more than **15.000 people** throughout Greece, carrying out more than **2.500.000 man-hours of training** in almost all the professional areas of expertise, like tourism, information technology, economics, modern management practices, technical professions, healthcare and agricultural occupations.

**EUROERGASIAKI S.A.** has adopted the international standard ISO 9001:2008 of the Quality Management System. The company has been accredited by both the ***Greek Body of Standardization (ΕΛΟΤ)*** and the ***International Certification Network (IQNET)*** with regard to the following activities: the planning, management, implementation and assessment of lifelong vocational training programs and other relevant activities as well as the management, support and implementation of mixed training programs (Certification/Accreditation Number: QA-C-1049/13).



## *Integrated range of services*

**EUROERGASIAKI S.A.** through its co-ownership companies can provide a wide range of services in the sectors of training, managing European programs, research, communication and consulting.



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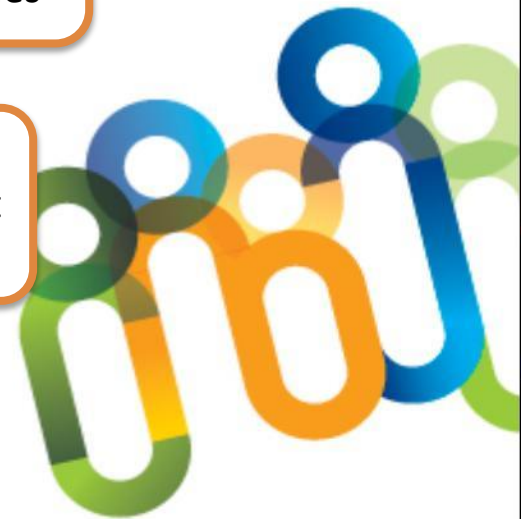
Promotion and communication services  
Production of printed/digital material  
Internet  
Research – Studies

### **CompuFran S.A.**

Studies  
Technical support & business promotion  
Training / Certification



# Corporate culture





# Our Objectives

**EUROERGASIAKI**'s primary objective is the qualitative implementation of training programs which meet the current training needs of unemployed and the professional training needs of employees using advanced educational methods and means. Some specific objectives are the following:

- Fighting structural unemployment, through the qualification of unemployed in order to access in-demand professional areas of the future.
- Adaptation of employees' skills to the rapid socio-economic and technological changes in order not to be threatened by unemployment.
- Promoting equal opportunities for professional integration and development.
- Tackling the social exclusion of vulnerable groups.
- Intermediation for the promotion of the unemployed into the labor market.

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# Our services

## 1. Training services in the context of the Lifelong Learning experience

- Non-typical (non-traditional) education
- Ongoing professional training
- Certified post-secondary education – Self-financed programs

## 2. Consulting services

- Mentoring and coaching in educational issues for unemployed and employees
- Creation of individualized education plans for young people





### 3. Services provided to other companies

- Human resources development
- Consulting services
- Studies of structural adjustment – staff performance evaluation – placing employees into the suitable job positions

### 4. Certification of qualifications and skills

- In cooperation with *Eurocert & Unicert* we offer a certificate of knowledge and skills to people who want to certify their knowledge and qualifications on several areas of expertise (Tourism, Information Technology & Communication, Supply Chain – Logistics, Retail Trade, Export Trade of products focused on the primary production sector, Environment, Construction & Technical sector, Food & Drinks industry)



# Certification Benefits

Cooperating certification organizations provide specialized professional certificates according to internationally recognized standards which offer to the interested people the following benefits:

- Recognizability of qualifications in the labor market
- Validation and classification of qualifications and skills according to the National and European Skills Qualifications Framework
- It broadens the professional horizon (employment opportunities throughout Europe)
- Increasing access to the labor market
- Career improvement and formulation according to the current labor market needs



# Lifelong Learning

By optimizing its long-lasting experience and by applying the most contemporary educational methods, **EUROERGASIAKI** plans and implements training programs of different kinds:

- Non-typical (non-traditional) education: Education and certification on cross-cutting skills, communication and language skills, basic computer skills, social skills, cultural consciousness and expression.
- Ongoing Training: Training programs for unemployed and employees, co-funded by the European Social Fund.
- Co-funded programs: **Modern Technologies** (multimedia / internet / Web Development / Streaming media) – **Food Hygiene and Safety, Training of Security Staff** (certification by the Center for Security Studies - “KEMEA”)

More information for the educational programs is available in our website:

<http://www.euroergasiaki.gr>



# Areas of Training



## **Tourism – Modern Forms of Tourism**

Nautical Tourism, Cultural Tourism, Culinary Tourism, Agro - rural Tourism and Touring , Medical and Wellness Tourism, Meetings - Incentives - Conventions and Exhibitions (MICE) Tourism, City Breaks - Leisure Tourism, Luxury Tourism.

Provision of tourist services (front office, reception, customer service, housekeeping)



## **Management**

Public accountants, modern evaluation methods on staff recruitment, financial management, human resources management, operations management, budgeting, internal auditing, production planning and material handling etc



# Areas of Training



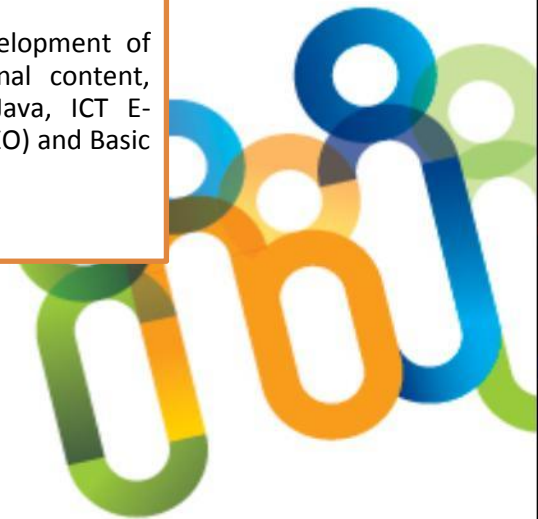
## Industry – Shipping

Certified Welding and Cutting Metal Professional, Mechanic technician, Machine Tool Technician, Conservation and Automation Technician, Solar Energy System manufacturer technician, Renewable Energy Sources Installation Technician, New Technology System Construction Technician, Refrigeration Technician, Machine Repair Technician, Waste management and recycling machine operator Technician, Liquid waste management and recycling machine operator technician, Repair & maintenance Technicians in boat marinas for yachts and recreational crafts, Technicians of innovative art applications on traditional metal structures etc.



## Information Technology

ERP I / ERP II, Network Technology, Office Automation, Design and Development of Multimedia Websites, Design and Development of electronic educational content, Architectural Design and Photorealism (Visualization), Programming in Java, ICT E-Commerce, Photoshop etc., Streaming media, Search Engine Optimization (SEO) and Basic Internet Marketing Principles etc.





# Areas of Training



## **Marketing – Sales**

Export Marketing, Logistics management, Marketing, Sales management, Modern Professional Sales Skills, Professional Customer Service, Advanced Selling Skills & Strategy, Sales force management etc.



## **Service provision / and other educational sectors**

Service of Food & Beverage Departments, Catering services, Security, Salesperson in retail market and retail chain stores, Administration - Medical - Health Information systems, Quality Assurance (QA) in health services, Solar Photovoltaic Design & Installation, Project management of Renewable Energy Sources projects – Sales of large Renewable Energy Sources projects

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# E-learning

**Distance learning** is a flexible educational method which increases the learners' autonomy since they can attend online courses in real time and can directly communicate with both tutors and other students.

**EUROERGASIAKI Vocational Training Center** traditionally provides high-quality educational services and by utilizing modern technology on distance learning issues, it has developed an online platform which learners can use wherever they are in Greece and in this way they can attend their seminars in real time, only by using a computer with internet access and a pair of earphones.



## Benefits of modern education:

- It offers the most effective and modern environment in the field of distance learning with clear sound, structural management of the conversation and live videos.
- It offers a number of friendly tools even to users who are not so familiar with such platforms, creating a positive and quite pleasant experience when participating in the virtual classroom.
- It provides fast and secure access from several devices meeting the users' needs for direct and complete communication.
- It offers easy and quick familiarity to the participants through the platform use.
- It doesn't have high requirements in equipment and internet connection.



# Consulting & Support services

**EUROERGASIAKI S.A.** provides modern tools and development techniques to both unemployed and employees. Consulting & support services aim:

- to lead on the selection of the suitable training program
- to facilitate the efforts of joining the labor market
- to develop their vocational and personal skills required for their professional growth



# Consulting & Support services

## *Beneficiaries' needs identification*

The needs' exploration is a process of collecting and analyzing information with the ultimate goal of discovering people's needs. The aim of the needs' exploration is the identification of areas where there is a deficit or a discrepancy. It's about a procedure of informing, raising the awareness, brainstorming and exploring which mostly aims at the mobilization of the interested people in order to define with consciousness their needs and interests.

In order to explore the interested people's needs, special actions and procedures take place which aim at the formation of the individuals' profile and the needs' grouping for further use of supportive services. At the same time, interested people's aspirations and personality are explored.



# Consulting & Support services

## *Vocational guidance*

**EUROERGASIAKI S.A.** aims to give directions to each trainee to choose the suitable studies according to their needs and expectations. In this framework, **EUROERGASIAKI** implements:

- Actions in order to approach, inform, raise the awareness and mobilize each target-group.
- A personalized approach for the exploration and assessment of the participants' needs, abilities, talents, interests and experiences.
- Actions in order to develop social skills.



# Consulting & Support services

## *Promotion to the labor market*

The vocational training programs include actions which help unemployed people to join the labor market.

**EUROERGASIAKI S.A.** has an office for the employment promotion which is staffed by specialized personnel who use innovative technology means.

The office's services include:

- Unemployed people's preparation for the smooth integration in the labor market.
- Monitoring and support after completing the training programs.
- Cooperation with organizations and companies which can offer potential job opportunities.





# Consulting & Support services

- Identification of educational needs, predictions about new specialties.
- Designing of short-term and long-term training programs.
- Scientific care, administrative and technical support for the programs.
- Provision of facilities, equipment and software.
- Modern educational training packages, in printed and electronic format, with the use of Information and Communication Technology (ICT) applications.
- Provision of e-learning services
- Creation of a structural plan and submission to NSRF [National Strategic Reference Framework – ΕΣΠΑ] programs
- Networking through the participation in national and trans-European networks
- Informative activities (workshops, conferences, publications, network announcements)



# Services offered to Companies

**EUROERGASIAKI S.A.** offers a full range of services which support the company's growth at the level of **Employer of Choice** who:

- attracts the desired new or executive staff
- rewards according to each employee's performance
- cultivates an environment of free communication, motivation, reward and cooperation

in this way he increases the efficiency of the whole company.



# Services offered to Companies

We have developed **several methodologies which combine the perfect command of the Greek market** and the businesses operating into it, using modern tools like:

- Assessment & Development Centers
- Staff Development & Performance Assessment Tools
- Reward and Incentive Systems
- Control & Organization of Human Resources Management
- Development of Corporate culture, Values and Behaviors
- Outplacement Services
- Psychometric Tools
- Investors in People



# PARTNER ENTERPRISES





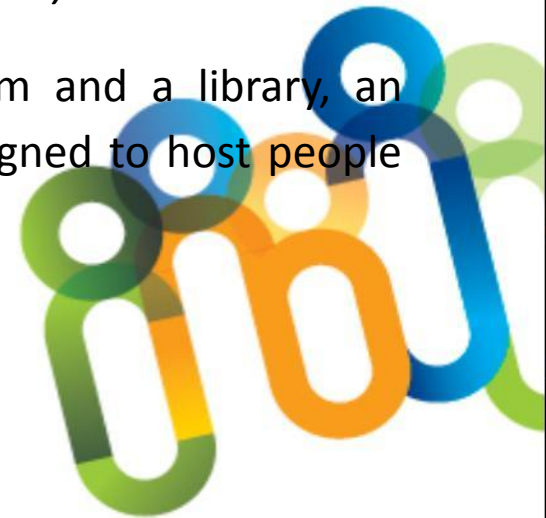
## Premises – Educational Equipment

The company's headquarters is located in Ilioupoli, in a privately owned building of 600 square meters which has modern functional arrangement.

There is also a company's branch in Agios Nikolaos, Lasithi, Crete. **EUROERGASIAKI** as a national-level center collaborates with certified organizations throughout Greece.

The buildings of **EUROERGASIAKI S.A.** are fully equipped with personal computers and state-of-the-art educational equipment which is certified by the *National Organization for the Certification of Qualifications & Vocational Guidance (EOPPEP)*.

Each building has got private parking facilities, a reading room and a library, an internet room etc. All premises are accessible and specially designed to host people with disabilities.



# Human Resources

**EUROERGASIAKI S.A.** is staffed by highly-qualified, permanent, administrative and scientific personnel who have got all the necessary qualifications and skills for the provision of high value-added services.

It uses a broad network of instructors who are widely-recognized in the professional and scientific arena and they have tested capabilities of transferring their knowledge.





# Human Resources

The personnel of the **EUROERGASIAKI Vocation Training Center** are allocated as follows:

- Planning Training Actions Department
- Training Program Implementation Department
  - of unemployed people
  - of employees
  - of development initiatives
- Mentoring Department of unemployed, employees and businesses
- Finance & Management Department
- Liaison Office with the labor market

The **EUROERGASIAKI S.A. Vocational Training Center** carries out regular training programs for its personnel in order to extend their qualifications and skills and also to keep them updated on the latest developments.



## Contact Information

You can contact us in the following ways:

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URL: <http://www.euroergasiaki.gr>

**Thank you!**

