

# WORKATHLON

PROVIDING THE FIRST  
NEW AGE RECRUITING SOLUTION  
TO INDEPENDENT HOTELS

# Awards



Judge's Award Winner,  
Reload Greece Challenge 2017



Top 10 Finalists



## As seen on...



*"Katerina supported a new idea on a real need, having at the same time the know-how and technical means to implement it."*



*"Workathlon is improving critical operations in the hospitality industry"*

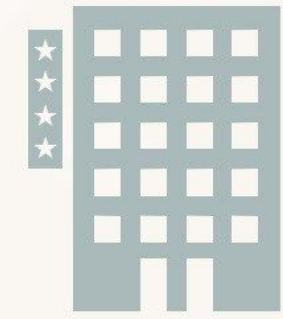


# The Problem

“1 in 5 Hotels cannot fill key positions”



Independent Hotels



Chain/Branded Hotels



Sophisticated Recruitment process

# Drive Engagement Through Recruiting & Onboarding

Intelligently guided recruiting and onboarding processes allow you to create higher employee and new hire engagement, which leads to improved business outcomes.

**300%**

Revenue growth companies experience when they have excellent recruiting practices.<sup>5</sup>

**5X**

Greater chance that a company makes a bad hire when they don't have a structured hiring process.<sup>6</sup>

**82%**

Improvement in new hire retention for companies with strong onboarding programs.<sup>6</sup>

**70%**

Increase in productivity when a company has a strong onboarding program.<sup>6</sup>

5. Brandon Hall Group, "The True Cost of a Bad Hire," 2015

6. Boston Consulting Group, "Realizing the Value of People Management," 2012

# THE PRODUCT

Engineered to improve your recruiting efficiency

*We are combining the database, job portal, ATS with a powerful recruiting software to predict better hires. A truly one stop-shop for the hospitality industry.*

## Current Features

- ✓ One-stop-shop for your recruiting process
- ✓ Cloud-based access from Anywhere
- ✓ Post Jobs
- ✓ Job Advertising
- ✓ Keyword search
- ✓ View Resumes of Specialised Hospitality Talent
- ✓ Create Hotel Profile
- ✓ Schedule interviews
- ✓ Skype integration
- ✓ Scorecards and evaluations
- ✓ Reports and analytics
- ✓ Make & Manage Offers

# Simple & Effective

Your Entire Process, Your Entire Team, One Platform

The screenshot shows a web browser window with the URL [workathlon.com](http://workathlon.com). The navigation bar includes the following links: WORKATHLON, HOME, JOBS (with a dropdown arrow), HIRE (with a dropdown arrow), CAREER ADVICE, ABOUT, and CONTACT. On the right side of the navigation bar, there are two buttons: "MY DASHBOARD" and "LOG OUT".

The main content area features a large background image of three business professionals sitting around a table in a meeting. Overlaid on this image is the text "THE HOTEL TALENT PORTAL". Below this text are two search input fields:

- Field 1: "ENTER A JOB TITLE, KEYWORDS OR COMPANY NAME"
- Field 2: "ENTER A CITY, PROVINCE OR REGION" (with a location pin icon)

Below the search fields is a prominent teal button labeled "SEARCH JOBS". Underneath this button is a link for "[Advanced Search](#)".

LATEST JOBS

[VIEW ALL JOBS](#)

FEATURED JOBS

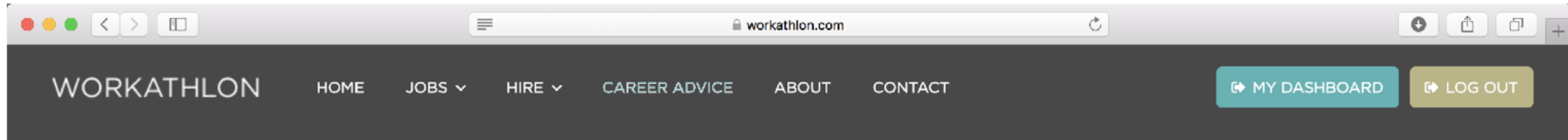
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**WORKATHLON**

INTELLIGENCE IN HOSPITALITY RECRUITING

# Promote the property

Hotels can be at the forefront of recruiting by showcasing their property and getting the right engagement



GENERAL MANAGER/HOTEL MANAGER

## Hotel Manager

★ BOOKMARK THIS JOB

Applications have closed



**Atlantica "Hotels & Resorts"**

[Website](#)

### Job Description

Η Atlantica Hotels & Resorts, μια από τις πιο γρήγορα ανελλισσόμενες εταιρείες στην Ελλάδα και την Κύπρο, αναζητά για τα ξενοδοχεία της εταιρείας, στην Κω και στα Χανιά Κρήτης.

· Hotel Manager

### Job Overview

**Date Posted:**

Posted 2 months ago

**Expiration date:**

January 4, 2017

**Closed:**

Jan 5, 2017

**Location:**

Anywhere

**Job Title:**

Hotel Manager




# Proposing Candidates

We make it easier to find the right candidate by matching candidates with your requirements

## Job Dashboard

WORKATHLON > JOB DASHBOARD

JOB LISTINGS +

Title	Date Posted	Date Closing	Date Expires	Applications	filled	edit	delete
<b>Events &amp; Banquet Executive</b> 	March 16, 2017	September 29, 2017	April 1				
<b>Front Office Manager</b> 	February 10, 2017	September 29, 2017	March				
<b>Spa Therapist</b> 	January 30, 2017	September 29, 2017	March				

### VIEW RESUMES

Here are a few candidate resumes that match your job's description.



EIRINI SEGKOU

Hospitality executive

📍 Athens, Central Athens, Greece

VIEW RESUME



Eleftheria Anagnostaki

Sales & Marketing Executive

📍 Athens, Kentrikos Tomeas Athinon, Greece

VIEW RESUME



Xenia Kaponi

Marketing Communications Specialist

📍 Athens, Kentrikos Tomeas Athinon, Greece

VIEW RESUME



Elpida Kagiali

Sales Development Representative

📍 Greece

VIEW RESUME



# Sample of Clients

Strong partners in the Greek Market

**THE WESTIN**  
RESORT  
COSTA NAVARINO

  
THE ROMANOS  
RESORT  
COSTA NAVARINO

**ikos**  
RESORTS

  
GIANNOULIS  
HOTELS & RESORTS

  
ADAMS BEACH HOTEL  
\*\*\*\*\*

  
**bluegr**  
HOTELS & RESORTS

THE  
LUXURY  
COLLECTION

AMANZOE

**SANI**  
RESORT

 **AFITIS**  
THE BEACHSIDE HOTEL

**DAIOS COVE**  
LUXURY RESORT & VILLAS

  
**ELECTRA PALACE**  
-THESSALONIKI-

  
SANTIKOS COLLECTION  
**PRINCESS**  
Resort - Skiathos

  
SANTIKOS COLLECTION  
**MARPUNTA**  
Resort - Alonissos

  
**MIRAGGIO**  
THERMAL SPA RESORT

  
DOMES OF ELOUNDA  
AUTOGRAPH COLLECTION  
HOTELS

  
DOMES NORUZ CHANIA  
AUTOGRAPH COLLECTION  
HOTELS

 **SENTIDO**  
ELOUNDA BLU

  
**PLEIADES**  
EPISKIFIAS VILLAS

 **RENAISSANCE**  
HANIOTI RESORT  
SOUKHOUS & SPA

  
**bluelagoon**  
PRINCESS

**MINOIS**  
village  
HOTELS, SUITES/SPA  
\*\*\*\*\*

**MELIÀ**  
ATHENS

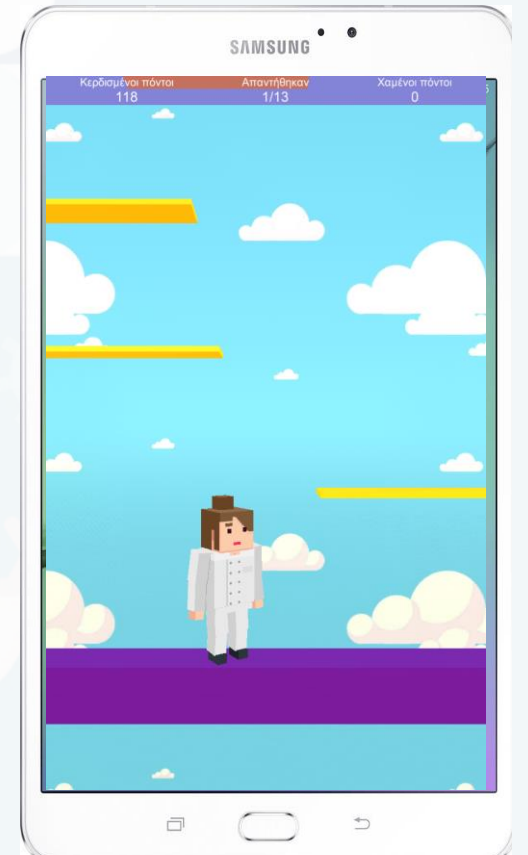
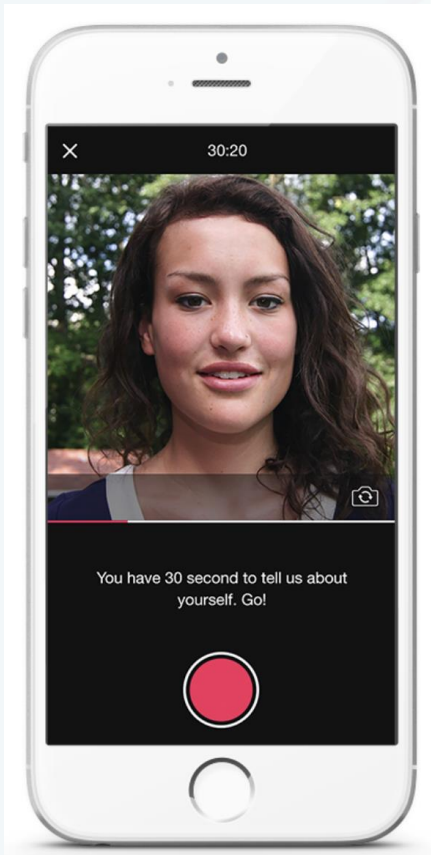
**ECONOMOU**  
HOTELS

**Radisson** BLU

# Milestones

Features coming soon

Introducing Machine Learning to Hospitality Recruiting by combining CV Parsing with Soft skills recognition



# OUR TEAM



Katerina Santikou

CEO

Managing **250 hotel employees**, for 4 years  
VIP Guest Management for 4 years,  
**Special Olympics World Games**  
**Georgetown University, BA**  
Government & History



Maria Frantzikinaki

HR Strategy Director

Director of Human Resources with more than **9 years of experience** in strategic human resources positions in the hospitality sector.  
Experience acting as HR Manager for Aman Resorts & Melia Hotels



Joanna Psomopoulou

Branding & Communications

Over **7 years experience** in hospitality PR at Grand Bretagne  
MA, Corporate Communications



Konstantinos Santikos

Account Manager

BSc Human Resources, **American College of Greece**  
7 years of experience in HR and Training

# OUR ADVISORS



John Kekatos

Managing Consultant at IBM

Over **10 years of experience**, in solution design

Has been involved in numerous startups, as well as larger scale enterprises

Mentor at Reload Greece



Thanos Papadimitriou

Entrepreneur, Investor & Academic

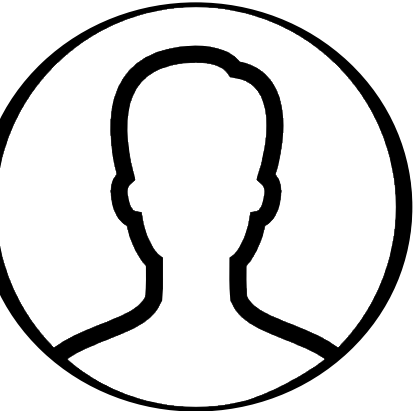
Partner at Charge VC

Thanos has spent his career **founding a number of successful companies in the US and in Europe**, most notably AlphaDetail Inc.

BSc in Computer Science, MIT

MS in Computer Science from UCLA,

PhD in Operations and Technology Management from UCLA



Andrew Papachristodoulou

CFO, Angelicoussis Group

Over **20 years of experience** in financial and investment positions.

Currently holding a CFO position at one of the top 10 shipping companies globally



Elena Gkika

Senior HR Consultant

Director of Human Resources with more than **20 years of experience** in strategic managerial positions in the hospitality sector.

Complex Director of HR & Legal Representative, Costa Navarino

MSc in Human Resources Management

# WORKATHLON

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