



Event:
Date:
Place:

ENERGY in BUILDINGS 2018

Saturday November 3, 2018

Athens, Hellas



#	Elias Petsanas Mechanical Engineer / Sales Manager	
Title:	Sales Manager at DELTA HEATING AIRCONDITIONING LTD, Athens, Greece	
email:	elias.petsanas@deltatechniki.gr	
Presentation title:	Optimum Cost Reduction Through an Advanced HVAC System in Euphoria Resort, a Modern Hotel in Crete.	
<p>Case study of a modern hotel's heating and cooling system. The project features geothermal 4-pipe heat pumps for simultaneous cooling and heating, geothermal chillers for cold water production, high temperature water-to-water heat pumps for domestic hot water production and air handling units for the air-conditioning of certain areas.</p> <p>The study aims to demonstrate the cost reduction of such an innovative application compared to other traditional systems that use gas/diesel burners or even standard heat pumps with no heat recovery.</p>		

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CV:		
EDUCATION AND QUALIFICATIONS		
Name and address of school, college or university	Dates attended	Subjects/courses taken and qualifications obtained
Polytechnic School - University of Patra Mechanical Engineer	1981-1986	Diploma of Mechanical Engineer Worked as laboratory assistant during 1985-1986
EMPLOYMENT HISTORY		
Name of employer and address or location	Dates employed	Position held (job title) and List of duties or responsibilities
FYROGENIS S.A. Air-conditioning and heating sytem manufacturer. 20 km. National road Athens-Lamia Ekali	1988	Sales Engineer for Central Air Conditioning Systems
DELTA TECHNIKI S.A. Air-conditioning and renewable energy sources supplying company 51 Posidonos Avenue, Moschato, Athens	2004	Sales Manager for Air Conditioning and Geothermal Applications
OTHER SKILLS AND ADDITIONAL INFORMATION		
FCE (First Certificate in English) holder Attended courses about sales, marketing and management (1988-2002). Visited for 2 months and had seminars and courses for management and sales policies in Orlando, Florida USA (1993). Preparation and presentation of projects about air conditioning systems and renewable energy sources.		