


Event:
Date:
Place:

ENERGY in BUILDINGS – Northern Hellas 2019

Saturday May 11, 2019

Thessaloniki, 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		
<p>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.</p>		