

# Meet our Team



**Sofia Kanavou – Business Development Manager**

## **How much experience do you have in the field?**

I have been working in the field of Sales and Business Development for technology products and services for the last 10 years and possibly more. For the last 6 years I have been focusing on large enterprise clients.

## **Personally, which is your favorite of Neurosofts services/products?**

As a Business Development Manager, I help potential customers and existing customers see Neurosoft's bigger picture, and not only focus on a specific product or service. Neurosoft has great products and offers customised development of services at the same time. Neurosoft's strongest point is the ability to offer its customers several different products all of which are of a high standard, quality and commitment.

## **How do you plan your time in order to take care of all your responsibilities and meet clients simultaneously?**

My Planning Philosophy is based on an old James Bond quote: "I always expect the unexpected!". And be sure, the unexpected always comes...

## **Do you have any lucky traits before attempting to close a big business deal?**

I am always nervous before a big deal... and before a small deal. I have a lot of anxiety that something will go wrong! Does this count as a lucky trait? I don't know, but I consider myself a lucky person.