

Michael I. Sopasis

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Driver's License: B2

Work Experience

Product Manager – vi2vi GmbH

September 2025 – Present – Remote

Responsibilities:

- Definition, development, and management of the vi2vi product portfolio in the area of security solutions
- Conducting market research, competitive analyses, and customer interviews to identify trends and customer needs
- Creation and maintenance of the product roadmap for PSIM and video security solutions in alignment with corporate goals and stakeholders
- Definition of product requirements and user stories in collaboration with the solution architects, e.g., in the areas of video analytics, access control, and alarm management
- Close collaboration with marketing, sales, and support to ensure successful product launches

Pre-Sales Manager DACH – Hanwha Vision Europe

September 2024 – September 2025 – Remote

Responsibilities:

- Pre-sales field activity
- Project design and implementation
- Technical presentations and customer training
- Supporting partners and system integrators in complex projects
- Solution architecture planning

Technologies: CCTV Systems, Security Solutions, IP Cameras, Surveillance Networks, Technical Training, VMS Integration, Edge AI Solutions



Various Roles – MOBOTIX AG

September 2018 – August 2024 – Remote

Responsibilities:

Project Manager EMEA

February 2023 – August 2024

Responsibilities:

- Managing large-scale security projects across Europe, Middle East, and Africa
- Solution consulting and architecture design for enterprise security systems
- Leading technical pre-sales efforts and proof-of-concept deployments
- Training internal and external stakeholders on Mobotix products
- Collaborating with R&D teams to improve product offerings based on customer feedback

Training Program Manager international EMEA

September 2021 – February 2024

Responsibilities:

- Delivering advanced technical training for partners and customers
- Supporting sales teams with technical expertise on video surveillance solutions
- Conducting site surveys and providing project-based recommendations
- Developing customized integration strategies with third-party security systems

Technical Support Engineer

September 2018 – August 2021

Responsibilities:

- Providing second and third-level technical support to global customers
- Troubleshooting complex CCTV, networking, and software-related issues
- Writing knowledge base articles and creating support documentation

Technologies: CCTV Systems, IP Video Surveillance, Networking, IT Infrastructure, Technical Training, System Integration, AI-based Video Analytics, Cybersecurity in Surveillance

Security Systems Installer – Lohrer GmbH

July 2016 – August 2018 – Ludwigshafen, Germany

Responsibilities:

- Installation and maintenance of CCTV, Alarm, and Access Control systems
- System configuration and troubleshooting for enterprise security solutions

- Integration of Axis, Mobotix, and Synology CCTV solutions with existing infrastructure

Technologies: CCTV Systems, Alarm Systems, Access Control, Security Infrastructure

IT Support – Heraklion Chamber of Commerce and Industry

May 2014 – July 2015 – Heraklion, Greece

Responsibilities:

- Document digitization
- IT systems support
- SA corporation's announcements

Security & IT Technician – Genius Security Systems

March 2012 – March 2014 – Heraklion, Greece

Responsibilities:

- Installation and maintenance of CCTV and home alarm systems
- IT systems support and network troubleshooting

Education

Engineer's Degree in Electronics (Specialty in Telecommunications)

Hellenic Mediterranean University - HMU

Certifications & Qualifications

- Summer School on Optoelectronics, Lasers, and Applications – Marie Curie Institute (Score: 93/100)
- Certificate of Proficiency in English (ECPE) – University of Michigan

Languages

- Greek (Mother tongue)
- English (Proficient C2)
- German (B2)

Technical Skills

- CCTV system design, installation, and troubleshooting (Hanwha, Mobotix, Axis, Bosch)
- Video Management Systems (Milestone, Mobotix HUB, Wisenet WAVE)
- AI-driven analytics and security automation
- Network configuration (Cisco, MikroTik, Ubiquiti, VLANs, VPNs)

- Security system integration with access control and alarm solutions
- Cloud-based surveillance solutions and hybrid storage architectures (Eagle Eye Networks, Morphean, Mobotix Cloud)
- Cybersecurity for video surveillance and IoT devices
- Advanced troubleshooting and root cause analysis
- Project implementation and system deployment in enterprise environments
- Programming and automation (Node-Red, MQTT for IoT security)
- Windows, Linux, MS Office – Troubleshooting and setup

Activities & Interests

- Former Captain and Member of the Heraklion Water Polo Team (1994 – 2000)
- Radio Producer at Crete's Technological Institute Radio Station (2001 – 2007)
- Licensed Lifeguard (2005)
- Member of PSFE (PanHellenic Aquarium Friends Group) since 2006

Interests: CCTV, Computers, New Technologies, AI in Security, IoT Automation, Aquariums, Music, Reading