

## PERSONAL INFORMATION

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Male | 13/12/1980 | Greek

## CURRENT POSITION

**Energy Management Medium Voltage & Systems Sales Manager**

## PROFILE

- EM MS Italy Bid & Sales Manager @ Scouting Greek Market
- Certified Project Manager in International B2B Infrastructure Business
- Proven track record in Multi-national Complex Solution Business

## OBJECTIVES

- Develop Sales of Medium Voltage and Low Voltage switchgears
- Increase Siemens market share

## WORK EXPERIENCE

10/2016 – TODAY

**Bid & Sales Manager, EM MS**

Siemens AE, Athens - Greece

- Develop MS business in Greece
- Market scouting for Green Projects (Green Islands, OPS business in ports, etc)
- Develop collaboration model with Partners
- Bid Manager for complex projects
  - Fast response time to all RFQs

**Specific results:**

- Expand business in new fields, succeeding new collaborations
- Over-exceed the agreed target for the current fiscal year
- Focus on Green Projects initiatives
- Daily communication with key accounts

**Client:**

EPC, PPC, Industry, Panel Builders

**Business:**

Energy Management, Medium Voltage &amp; Systems

06/2015 – 09/2016

**Deputy Service Manager, CS SD**

Siemens AE, Athens - Greece

- Set up processes of the Service Delivery department, in order to achieve better productivity
- Develop IDB through collaboration with EM in MV projects
- Market scouting in Paper & Marine business
- Develop collaboration model with Lead Country
- Bid Manager for complex projects
- Supervision of Engineering team in executing electrical projects

**Client:**

PPC, Hellenic Petroleum, Titan, OEMs, Sovel, Plastic Thrace, Metka

**Business:**

Process Industries &amp; Drives, Digital Factory, PMA, Energy Management

05/2015 – 09/2016

**Project Manager in PV Retrofit Project (0,6Mio)**

Siemens AE, Athens - Greece

- Contract Management
- Claim Investigation & Management
- Risk & Opportunities investigation
- Project controlling
- Time schedule
- People resourcing

**Specific results:**

- Agreed on a solid time schedule and documentation with the Customer
- Enhancing team and improving competencies through outsourcing
- Brought project ahead of agreed time schedule
- Succeeded a positive flow cash from the beginning of the project
- Succeeded in signing one change request of volume 100k€, with a possible additional order income of 0,2Mio

**Client:**

ENEL Green Power

**Business:**

Digital Factory, PV, Project Management Services

- 03/2015 – 08/2016 **Project Manager in Oil & Gas Project (0,2Mio)**  
 Siemens AE, Athens - Greece
- Contract Management
  - Claim Investigation & Management
  - Risk & Opportunities investigation
  - Project controlling
  - Time schedule
  - People resourcing
- Specific results:**
- Improving FC gross margin
  - Improving team building & collaboration skills
  - Building solid documentation for claim strategy. Customer acceptance of 8k€ claim.
- Client:** Hellenic Petroleum  
**Business:** Process Industries & Drives, Oil & Gas Industry, Project Management Services
- 01/2014 – 05/2015 **Project Manager in Marine C-Project (13,5Mio)**  
 10/2011 – 12/2013 (Deputy PM) Siemens AE, Athens - Greece
- Contract Management
  - Claim Investigation & Management
  - Risk & Opportunities investigation
  - Project controlling
  - Time schedule
  - People resourcing
- Specific results:**
- Improving gross margin 9% in 16 months of full responsibility
  - Signing more than 136 new variation orders and achieving order income 5,8Mio Euro
  - Enhancing team and improving time schedule delivery time through outsourcing
  - Improving negotiation skills
- Client:** Al Seer Marine  
**Business:** Industry Sector, Marine Industry, Project Management Services
- 10/2011 – 05/2015 **Senior Electrical Engineer, CS SD**  
 Siemens AE, Athens - Greece
- Market scouting
  - Develop collaboration model with Lead Country
  - Overview for complex Design engineering in electrical projects
  - Supervision of Engineering team in executing electrical projects
  - Motor & frequency converter design
  - Supervision of field testing
- Client:** PPC, Hellenic Petroleum, Titan, Metro AE  
**Business:** Industry Sector, Energy Sector, Engineering and Commissioning Services
- 10/2010 – 09/2011 **Commissioning Manager in Cement Project**  
 Siemens AE, Limassol - Cyprus
- Commissioning Management full responsibility
  - Handing over procedure partial responsibility
  - Claim management full responsibility
  - Commissioning Time schedule full responsibility
  - Main Contractors co-ordination management partial responsibility
  - Specialized systems commissioning responsibility
- Specific results:**
- Issuing more than 20 notices & claims to the Project Manager and achieving order income 1,2Mio Euro
  - Enhancing team and improving time schedule delivery time through detailed WBS dedicated to commissioning phase
  - Distributing responsibilities to Commissioning & Installation Engineers
  - Managed successfully the closing of project and actively participated during PTO phase
  - Multi-ethnic co-operation experience (China, England, Germany, Cyprus, Greece)
  - Enhancing communication and coordination skills
- Client:** Vasiliko Cement Works  
**Business:** Cement Industry, Management Services
- 10/2006 – 09/2010 **Protection & Control Engineer**  
 Siemens AE, Greece, Albania, FYROM, Jordan
- Management of national and international projects
  - Responsible for Design (Switchgears selection, CT/VT dimensioning studies, Load Flow & Short Circuit calculations, Protection and Selectivity studies, Cables studies)

- Responsible for Commissioning of HV, MV & LV equipment
- Responsible for handing over the project to the end Customer
- Responsible for preparation of the documentation
- Responsible for training the end Customer
- Supervision of contractors in executing electrical projects
- Responsible for Motor & Frequency Converter design

**Specific results:**

- Build a strong technical background

**Projects:**

GIS Pavlou Mela 150/20kV, GIS Ellinikou 150/20kV, GIS Hellenic Petroleum 150kV, S/S Lefka 150/20kV, KYT Lagkada 400/ 150/30kV, S/S Gjirokaster 110/20kV, S/S Sarande 110/20kV, S/S Bistrice 110/33/6kV, APC Solar Ponds 33/11/3.3kV, APC Pumping Intake 33/11kV, Titan USJE 20kV

**Client:**

PPC, Hellenic Petroleum, Kesh, Arab Potash Company, Titan USJE

**Business:**

Industry Sector, Energy Sector, Engineering and Commissioning Services

**03/2006 – 09/2006 Head of technical department / Project Engineer**

Halos, Athens - Greece

- Preparation of bid & installation engineering documents (RFQ, BOM)
- Site survey and inspection
- As-built folders preparation and implementation instructions
- Commissioning and testing of integrated system solutions for automatic data flow & packaging systems
- Installation, maintenance and troubleshooting of installed base

**Business:** Labelling & Packaging Industry

**07/2003 – 08/2003 Maintenance Engineer (Internship Job)**

Hellenic Petroleum SA, Thessaloniki - Greece

- Maintenance of electrical installation
- Day to day scheduling with maintenance technicians
- Spare parts provision and ordering
- Specification preparation for Power Generation expansion project

**Business:** Oil & Gas Industry

**03/2003 – 06/2003 Project Engineer (Internship Job)**

Anatoliki SA, Thessaloniki - Greece

- Calculation of bio-energy cost effectiveness projects

**Business:** Renewable Energy

## EDUCATION AND TRAINING

**09/2016 – 05/2017 miniMBA Executives in ALBA University**

ALBA Graduate Business School, Athens (Greece)

**09/2003 – 09/2004 MSC - Thesis Title: Short Circuit Calculation acc. IEC 60909**

Aristotle University of Thessaloniki, Thessaloniki (Greece)

**09/1999 – 09/2004 Diploma in Electrical and Computer Engineering**

Aristotle University of Thessaloniki, Thessaloniki (Greece)

- Electrical engineering in low and medium voltage grids
- Electrical circuits designing and constructing theory

## PERSONAL SKILLS

**Mother tongue(s)** Greek

**Other language(s)**

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	C1	B2	B2	B2
French	B2	B2	B2	B2	B2
German	A1	A1	A1	A1	A1

**Communication skills**

- daily contact with customers encouraged the development of communication skills

	<ul style="list-style-type: none"> <li>• ability to work in multicultural teams through my working experience in international projects</li> <li>• human resources management as project manager</li> </ul>
Organisational / managerial skills	<ul style="list-style-type: none"> <li>• Project Management certification level 3</li> <li>• team building</li> <li>• leadership (responsible for teams up to 30 people)</li> <li>• decision maker on technical and financial issues</li> <li>• capability in setting up project schedules under high pressure deadlines</li> </ul>
Job-related skills	<ul style="list-style-type: none"> <li>• prepared in working as Project Manager or Consultant in Multi-national Complex Solution Business</li> <li>• excellent knowledge of MV equipment</li> <li>• excellent knowledge of complex Design engineering in electrical projects</li> <li>• ability to work under pressure in demanding environments</li> <li>• convenient in learning new technologies related to the general field of electrical engineering</li> </ul>
Computer skills	<ul style="list-style-type: none"> <li>• excellent command of MS Project, Primavera</li> <li>• excellent command of Dgsi, Simatic Step 7, Nx-Tools+</li> <li>• excellent command of Neplan, Sincal, Simaris, CT-Dim</li> <li>• excellent command of Microsoft Office™ tools</li> <li>• excellent command of Autocad™, 3d Studio Max</li> <li>• programming experience in: Pascal, C, C++, FORTRAN, Visual Basic, Matlab, MathCAD</li> </ul>
Other skills	<ul style="list-style-type: none"> <li>• literature</li> <li>• Greek traditional folklore music</li> <li>• dancing</li> <li>• cooking</li> <li>• playing music (traditional &amp; classical)</li> <li>• cinema</li> <li>• travelling</li> <li>• sports (tennis, soccer, basketball)</li> </ul>
Driving licence	B

## ADDITIONAL INFORMATION

Seminars	<ul style="list-style-type: none"> <li>• SINAMICS S120 Service and Commissioning (DR-SNS-SI), Siemens Germany, February 2015</li> <li>• Train the Trainer for SIMOTION G120P (DR-G12P), Siemens Germany, October 2012</li> <li>• 5 Choices (Follow up), Franklin Covey, September 2012</li> <li>• 7 Habits – 5 Choices, Franklin Covey, June 2012</li> <li>• SPIN - Account Strategy for Major Sales Program, ICAP / Huthwaite, March 2012</li> <li>• PSS Sincal Workshop, Siemens Greece, June 2011</li> <li>• EMC-Course Typ AE for Practitioners, Siemens Greece, February 2010</li> <li>• Distance Protection theory, Siemens Germany, June 2008</li> <li>• Relay secondary testing of the product families 7SJ, 7SA and 7UT/SD with the OMICRON test system, Siemens Greece, February 2008</li> <li>• Configuring SINAMICS G150/G130/S150 (DR-SNG-PFJ), Siemens Germany, March 2007</li> <li>• Seminar in the design software package EPLAN, Siemens Greece, October 2006</li> <li>• Study of installations of natural gas with operation pressure up to 1bar, IEKEM TEE-TCG, March 2006</li> </ul>
Memberships	<ul style="list-style-type: none"> <li>• Greek Technical Chamber since March 2005</li> </ul>



**T**rain  
**E**xecute  
**A**chieve  
**M**atter