

Vangelis Kakouras

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PERSONAL SUMMARY

A results driven, self-motivated and resourceful professional with a proven ability to develop and strengthen management teams in order to maximize company profitability and efficiency. Experienced leading and growing all sectors of a business to make it a dynamic and progressive organization. Possessing excellent communication skills and able to establish sustainable and profitable relationships with customers, suppliers and stakeholders across the world. Demonstrating strong long term commitment to clear success when assigned international accountabilities and projects.

Now looking for a new and challenging managerial position, one which will make best use of my existing skills and experience and also further my personal and professional development.

SKILLS AND COMPETENCIES

- Strong leadership skills in board governance, new business development.
- Comprehensive understanding of financial management principles.
- Entrepreneurial with commercial acumen and excellent management skills.
- A motivated team player who is results driven and enjoys cross-cultural working environments.
- Clear focus on best quality and business profit.

WORK EXPERIENCE

NEBHELP BPO	Sales Manager HP for META	2018-today

- Head of 35 ISR (Inside Sales Reps) for Middle East, Turkey, Africa and Greece/Bulgarian markets
- Focusing on PC and Print sales to MM (Mid Market) companies of 100-1.000 headcount
- Surpass by 30% personal and Team targets in volume units and NSV within first 6 months

SEFERLAND

Unit Manager

2013-2014

2007-2010

- Planning and initialization of a (start-up) multi playground best of its kind in Athens (2.500 s.m)
- Recruitment, training and planning of organization roles for 25 headcount
- Negotiations and agreements with suppliers, stakeholders, landlord and all other 3rd parties.

LAMBRAKIS PRESS GROUP General Manager – 'ELLINIKA GRAMMATA AE'

- Reduced Operating expenses by 30% by closing down 3 non profitable units and making targeted headcount cuts.
- Shifting strategy to limited new publications strictly following commercial acceptance criteria and launched new categories focused in trade influence.
- Created first e-commerce activities for stock list titles, rejuvenated presence in social media and digital Marketing.

WEBHELP BPO

AUDI/SEAT/HERTZ

Country Manager, Bulgaria

1996-1999

- Turned around negative bottom line results by 200% within first 2 years generating profits of 2 mio Euros first time ever.
- Refreshed dramatically personnel by 50% offering inspiration and chances to younger graduates to bring better results.
- Expanded dealership network from 2 to 12 new locations thus achieving a 60% increase in annual turnover.
- Created new Leasing schemes (financial + operating) thus contributing to augment clients range in RAC and Fleet Management.

NEOSET SA

Sales Manager, Greece & Canada

- Introduced first time ever in corporate stores plus 50 franchises KPI systems to monitor performance.
- Leaded the preparation and opening of the flagship mega-store working as benchmark operating and training center.
- Introduced new distribution systems for the subsidiary company in Canada based on cost effectiveness and productivity.

KRAFT/HEINZ GREECE

Industrial Sales & Marketing Manager 1994-1996

- Enlarged Key accounts portfolio by attracting 5 new big European industries in customized processing recipes.
- Created a valuable data base of potential international clients and introduced new marketing attractive techniques.
- Developed with QA and new products teams 3 new production categories in fruit dices, cubes and paste.

PHILIP MORRIS GREECE

Sales Promotion Manager

1983-1994

- Generated the very first ever in Greece 'in house' Promotional Team with 15 Promoters and Supervisors.
- Opened new distribution channels in super markets, gasoline stations and military units.
- Introduced new promotional umbrellas and sales platforms with music events, direct Marketing and cultural concepts.

ACADEMIC QUALIFICATIONS

BSc in Mathematics	University of Athens	1980-1985
Advanced Business School	INSEAD, France	1992-1993

OTHER SKILLS

Highly skilled in: MS Office programs plus many other software packages. Languages: Greek, English and Bulgarian.