

ALAMANIOTIS STAMATIS

Athens, Greece

Mobile Phone: +0030 6975855251

E-Mail:st.alamaniotis@gmail.com

Skype account: stamatis.alamaniotis



SUMMARY

During my 20 - year career I have initiated and directed strategic initiatives and projects increasing organizational effectiveness, culture change and profitability. I have worked in various companies and industries assisting them to adapt their business in a fast changing market environment and ameliorate company functions. I redefined their market position and designed strategies that successfully improved their performance, maintained their competitiveness and achieved the required business goals. I designed specific communication protocols for the staff to understand and adapt to the internal & external changes, keeping them inspired and successfully increased their efficiency and productivity.

I have developed Policies, prepared Blue Prints, Report Systems & Budgets that facilitated smooth operation for the whole of the company or for vital departments such as Sales, Marketing, Customer Service and I have developed & coordinated the execution of successful plans improving company presence, market share, customer satisfaction and profitability within the various corporate budget parameters.

I have developed excellent C-level presentation and negotiation skills and international business experience that stem from direct experience of handling negotiations, contracts and contacts with partners and suppliers from EUROPE, ASIA ,AFRICA and the USA and have participated in the development of Strategic Alliances & Partnerships for various business objectives.

I have handled in person and developed significant collaborations with international companies such as TOYOTA, PFIZER, CARREFOUR, CLAXO SMITHKLINE, FIANDRE, SALINI IMPREGILO, UPS, HOCHTIEF, BATA and many others applying innovative management methodologies. From 2004 I have worked as an independent business consultant on Sales, Marketing, Business Development, Franchise and Business Process Re-engineering subjects for small and medium size companies and have gained hands-on experience on the Due Diligence Process, Mergers, Acquisitions and funding projects.

I keep myself well informed on current business, management, economic, social and regulatory issues regarding the global marketplace and have built an extensive network of contacts with business people and institutions within a variety of industries internationally.

EDUCATION & TRAINING

Degree on Faculty of Management & Economics / Department of Marketing/National Technological Educational Institute of Thessaloniki.

Attended courses regarding: The evolution of Sales, Marketing, Retail Network Development, Human Resources Management, Business Planning and Budgeting, Franchise. (Response, Hellenic Management Association).Participated in various conferences about: Business Strategy, Marketing, Sales and Business Development.

GROUPS & ASSOCIATIONS

Marketing & PR Innovators, Sales Management Association, Executive Suite, Retail Business Professionals, LinkedIn Network, Xing.

PERSONAL

Date of Birth: April 14, 1968 • Marital Status: Single • Military Services: Fulfilled, Special Forces • Nationality: Greek

HOBBIES & INTERESTS

Chess, Tennis, Business Networking, Social Networking, Competitive Running.

SKILLS

Sound knowledge of:
Business Strategy,Change Management, Business Alliances, Business Process Outsourcing, Business Process Re-Engineering ,Budgeting/ Forecasting, Strategic Marketing, Business Development, Direct & Indirect Sales Channels, Customer Relationship Management, Operational Management.

Ability to manage & motivate effectively large teams.

Excellent decision making skills, problem-solving skills, conflict-management abilities and strong analytical skills.

Strong C-level presentation ,selling skills & negotiation ability in shaping favorable business contracts, agreements or partnerships.

Excellent command of English & Greek Languages (written & oral).

Advanced knowledge in MS Office and Internet Applications.

Good knowledge of ERP & CRM systems.

PROFESSIONAL EXPERIENCE

BUSINESS CONSULTING

Self-Employment

May 2004 Present

Providing reliable, highly confidential and effective professional services (Strategic Alliances & Partnerships, Investment Opportunities, Funding, Business Acquisitions and Selective Goods) to individual professionals, private companies and business organizations supporting their efforts to enter and develop trade and investment relationships in the Greek market while helping Greek corporations to connect and position themselves in the global demand system. I am able to bring prime real estate projects to the table, handle mineral rights and gas and oil opportunities, seaside resort developments, quality traditional agriculture product sourcing along with shipping and port developments, to develop and coordinate mergers and acquisitions and offer a range of supporting services such as:

- Due Diligence • Market Research • Feasibility Studies • Product Positioning • Marketing Strategy, Planning & Execution

VENETI SA

CONSUMER GOODS/RETAILER

Sales Director

May 2010 to Apr 2011

Participated in business strategy formulation as a board member. Managed sales, marketing, customer service for the 3 business sectors: Bathroom, Kitchen & Flooring. Directed 8 middle level managers (commercial team consisted of 32 persons)

- Established policies and procedures for board and organization.
- Assessed and improved commercial and affiliated department's functions ensuring the smooth cooperation between the division's members and the achievement of the company's qualitative and quantitative targets.
- Changed the company's market position from an "Expensive Product Profile Company" to an "Affordable One" keeping the identity of a high quality firm.
- Development Long and Short Term Incentive Plans for Key Staff.
- Developed collaborations with new suppliers from Germany, Italy, China and enriched product categories with more economic product lines.
- Developed and implemented a Marketing Plan using on & off Line tools and communicated new position statement to selective customer groups.
- Planned and executed a program that helped employees to understand, accept the situation of the economic recession and stay productive and effective as well.
- Developed a Reporting System that helped company to link the division's functions to control, and improve overall performance.

T-PRESS SA

BUSINESS PUBLICATIONS/BUSINESS EXHIBITIONS/ADVERTISING

Commercial Director

May 2007 to Apr 2010

Contributed to policy and strategy formulation as a board member. Managed 3 business units: business publications, exhibitions, advertising work shop. Led a team of 4 managers (total commercial team: 25). Prepared Annual Budget for each business line and control the implementation.

- Coordinated the preparation of the operation Blueprints for all division functions for the 3 business units, assuring smooth operation according to Board standards.
- Managing financial performance and financial management functions.
- Planned and assigned tasks, procedures and goals for any division member and control performance on weekly basis.
- Made personnel changes, hired, trained and mentoring key staff that promoted to managerial positions.
- Revised agreements with partners, suppliers and distributors in Greece and abroad achieving significant reduction in operation and procurement costs.
- Identified new business opportunities and trends in the media industry and aligning the company to take advantage on those opportunities.
- Linked commercial & journalist divisions under a common business purpose overcoming internal conflicts.
- Changed magazines themes and style reaching customer real information needs.
- Established partnerships, alliances and synergies with local & foreign enterprises that increased company exposure, build remarkable business network and enhanced sales and profitability as well for the short & long term.
- Improved IT systems and CRM mechanisms and created useful reports that facilitated company performance and market knowledge.

SPEEDEX SA (JOIN VENTURE FOURLIS - SFAKIANNAKIS)

COURIER & PACKAGING FORWARDING.

Business Development & Marketing Manager

February 2004 to May 2007

Participated in the business strategy planning as a member of the senior management team. Held budget & P&L responsibilities. Managed a team of 10 from sales, marketing and retail network. Directed operation for 120 nationwide franchise & company owned units.

- Managing change and company culture realignment. Successfully changed the organization to be much more market, sales and service oriented.
- Conducted SWOT Analysis and reform Positioning Strategy, focused on "Operational Excellency".

- Aligned organizations initiatives with business strategy and vision and ensured that all divisions' activities identified with Corporate Value Proposition.
- Drawn marketing plan and run on & off line marketing activities that reached effectively vital industries /customers /decision tree people and communicated effectively company message and generated important sales leads.
- Increased sales for direct & indirect channels. Added in portfolio more than 6 mio in new profitable accounts
- Achieved at 100% Customer Retention for Key Accounts by applying Customer Loyalty & Customer Retention Programs.
- Improved Profit Margin by creating a profitable customer portfolio focus sales efforts on selective industries and customers that generated profits and long term collaboration. Rapidly built a reputation for quality and generated solid repeated business with industry leading companies.
- Created new revenue streams by launching new services for various business sectors. Improved sales collateral and corporate identity elements.
- Developed Customer Relationship Management System that included: sales force automation, contact management, sales lead tracking, sales forecasting, order management and product knowledge.
- Improved level of staff business engagement and performance.
- Build firm-to-firm relationships: Deploying sales management time spent with customers to leverage important relationships and build the salespeople's credibility
- Created a proactive territory strategy: Continuously and intentionally creating, implementing, and refining a strategy to make each salesperson as effective as possible in their territory
- Achieved strategic alliances & synergies with other sector members.
- Devised and implemented comprehensive training courses and improved effectiveness of sales, marketing, customer service & network forces.
- Improved service level by creating strict operation standards (Blueprints) for network and headquarters.
- Expanded geo coverage with 30 new units nationwide and redefined operation procedures.
- Enhanced collaboration among departments /staff and cultivated collaborated attitude.
- Devised development plans that help sales force to approach and acquire new account of high importance.

GERMANOS SA(COSMOTE GROUP)
CONSUMER ELECTRONICS/RETAILER

Head Of Retail Development

October 1999 to February 2004

Managed retail development department consisted of 6 executives and planned annual retail strategy. Held Budget / P&L responsibility.

- Managed all aspects of the Franchise Project regarding stakeholder, from potential investors to media and to the Board.
- Coordinated the preparation of the franchise mechanism including Disclosure Document, Agreement Form, operations manuals, recruitment forms and performance reports/KPI
- Prepared and coordinated the execution of long and short term plans and budgets for the network expansion.
- Coordinated cross-functional teams (real estate, legal, technical, trade marketing, financial, sales, operation, product management) and defined time table for the flawless opening of new stores.
- Developed and coordinated the execution of n Annual a Network Optimization Model which allows Germanos to evaluate the store network performance and make improvements to meet planned goals.
- Applied rigorous rules & criteria regarding investors, markets and P.O.S selection ensuring optimum benefits for Germanos.
- Grew successfully portfolio from 70 to 300 stores by adapting diversified models, generated more than 160 mio euro's revenue in 4.5 years period.

GERMANOS SA(COSMOTE GROUP)
CONSUMER ELECTRONICS/RETAILER

Area Manager/Retail Development Dept.

September 1998 to September 1999

Greece / South East Region & Islands-Managed a team of 4. Held budget /P&L responsibilities.

- Planned & Executed Retail Network Annual Expansion for South East Greece & Islands.
- Ensured the best conditions for the operation of the new stores regarding: investor selection (franchisee), staff selection, location and ideal product mix according to local market needs.
- Coordinated on & off Line Marketing activities for the local markets.
- Conducted performance controls ensuring that the new store operated according to corporate policy standards and achieving quantitative and qualitative goals.

SATO GROUP
OFFICE & HOME FURNITURE / MANUFACTURER - RETAILER

Head Of Business Development

April 1995 to August 1998

Managed a team of 4 responsible for developing B2B field, new sales channels and special projects for private and public sector. Created and ran a new b2b business division that handles : Large Accounts, Big New & Special Projects for private & public sector, developed and control the intermediates channels such as :civil engineers, construction firms, architectural offices.

SATO GROUP
OFFICE & HOME FURNITURE / MANUFACTURER - RETAILER

Sales Representative

September 1994 to April 1995

Sales Development in B2B public & private held sector. Acquired new customers from selective industries. Retained and extend business with existing customers by offering new products and services.