

# ALAMANIOTIS STAMATIS

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## 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.

## PROFESSIONAL EXPERIENCE

### SELF-EMPLOYMENT

#### **Business Consulting**

***May 2011 to Present***

Providing reliable, highly confidential and effective professional services to individual professionals, private companies and other business organizations regarding investment and business expansion in very selective industries:

- Supporting organizations efforts to enter and develop trade and investment relationships in the Greek market.
- Helping Greek corporations to connect and position themselves in the global demand system.
- Developing and coordinating mergers and acquisitions and offering a range of supporting services such as:

\*Due Diligence\* Feasibility Studies \*Business Planning \*Business Expansion Strategy

### VENETI SA

CONSUMER GOODS/RETAILER

#### **Sales Director**

***May 2010 to Apr 2011***

Participated in the corporate strategy formulation as a board member. Managed sales, marketing, customer service for the 3 business sectors: Bathroom, Kitchen and Flooring. Handled Annual Budget. Directed 8 managers (team consisted of 32 persons).

- Led critical organization restructure working closely with the President and the rest of the Board Members. Design and coordinated the execution of Business Process Re-Engineering that improved company performance and business efficiency. Established new policies and procedures for board and organization departments that ensured smooth business operation.
- Enriched and improved agreements with suppliers, customers and intermediates achieving cost reductions and higher profit margins.
- Reposition company in The Greek Market and Extend Business by creating a new unit to cover "low budget" market segments

### 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 (team of 25 persons). Handled Annual Budget for each business line and control the implementation.

- Restructured company and coordinated the preparation of the operation Blueprints for all division for the 3 business units align company factions with business strategy.
- Identified new business opportunities and trends in the media industry and lead the company to take advantage on those opportunities. Established partnerships, alliances and synergies with local & foreign enterprises that increased company exposure, build remarkable business network and enhanced sales and profitability.
- Coordinated the Improvement of 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. Grew financial performance through renewed focus on cost reductions, new services and departmental restructuring.

- Planned and executed a program that improved Marketing, Sales ,Customer Services and Operation Efficiency , established an Operational Excellence company placing SPEEDEX ahead of competitors for the period 2004-2007, gaining very high market recognition.
- Coordinated the execution of a successful Marketing Plan that effectively reached vital industries and generated important sales leads. Achieved a 100% Customer Retention by applying Customer Loyalty & Customer Retention Programs.
- Improved Profit Margin by creating a profitable customer portfolio focused sales efforts on selective industries and customers offered high quality customized services that generated higher profits and ensured long term collaboration.
- Developed a Customer Relationship Management System that included: sales force automation, contact management, sales lead tracking, sales forecasting, order management and product knowledge.

### GERMANOS SA(COSMOTE GROUP)

CONSUMER ELECTRONICS/RETAILER

#### **Head of Retail Development**

***October 1999 to February2004***

Managed the retail development department which consisted of 6 executives and planned the annual retail strategy. Held Budget / P&L responsibility. Planned, coordinated the execution and controlled the development of the most successful Franchise Retail Network in Greece.

- Managed all aspects of the Franchise Project regarding stakeholder, from potential investors to media and to the Board.

## PROFESSIONAL EXPERIENCE

- Coordinated the preparation of the franchise mechanism including Disclosure Documents, Agreement Forms, 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, and product management) and defined a time table for the flawless opening of new stores.
- Applied rigorous rules & criteria regarding investors, markets and P.O.S selection ensuring optimum benefits for Germanos S.A.

### 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 achieved 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 focus on special projects for private and public held sector:

- Created and ran a new b2b business division that handled : Large Accounts, Big New & Special Projects for private & public sector, developed and controlled 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 extended business with existing customers by offering a wide range of products and services.

## 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.

## EDUCATION & TRAINING

Degree from Faculty of Management & Economics / Department of Marketing.

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

Languages: Greek, English

## PERSONAL

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