


Event:
Date:
Place:

e - Technical Seminar
Wednesday March 30, 2021



#	Louizos Georgiadis Electrical Engineer	
Title:	Services Sales Account Executive Energy & Services Greece, Cyprus Schneider Electric	
email:	louizos.georgiadis@se.com	
Presentation title:	Όταν οι υπηρεσίες αποκτούν πραγματικό νόημα φροντίζοντας για το μέλλον της ηλεκτρικής σας εγκατάστασης	
Στην Παρουσίαση μας θα εστιάσουμε στα παρακάτω:		
<ul style="list-style-type: none">• Επανορθωτική Επέμβαση• Προληπτική Συντήρηση• Διαγνωστική Συντήρηση• Υπηρεσίες εκσυγχρονισμού• Καινοτόμες Υπηρεσίες		
Short CV:		
<p>Με περισσότερο από 30 Χρόνια στον χώρο της Κατασκευής, Επίβλεψης Έργων και προώθηση Εξειδικευμένων Υπηρεσιών πάντα με γνώμονα την προστιθέμενη αξία των Πελάτων μας ως σύμβουλος και άμεσος συνεργάτης.</p> <p>Παρέχοντας ολοκληρωμένες λύσεις και υπηρεσίες υψηλών προδιαγραφών στον τομέα της Μέσης και Χαμηλής Τάσης, σε υποσταθμούς και Μετασηματιστές.</p> <p>Δημιουργώντας τις βάσεις και ορίζοντας τους άξονες για τον ψηφιακό μετασχηματισμό.</p>		

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CV:

Profile Summary

With more than 31 years in the Services, supervision of works, people management, promoting, selling products & Services, Health & Safety to targeted customer accounts.

Work Experience

10/2015 - Present Services Sales Executive & Account Manager of Hellenic Petroleum

Specialties: Sales Negotiation, account management, develop and maintain a trusted relationship with key accounts, increase sales portfolio and track personal sales targets. Formulate and execute Key Account plans of Energy Business and Oil & Gas.

01/2014-10/2015 Services Sales Manager

Specialties: Sales Negotiation, contract management, develop and maintain a trusted relationship with key accounts, increase sales portfolio and track personal sales targets. Formulate and execute Key Account plans for both Energy and ITB Business.

01/2002-12/2013 Operational Services and Safety Manager

Specialties:
Management of Services Technicians.
Management of Services Partners Athens, Thessalonica, Crete.
Management of International Services Request (I.S.R.)
Project Management of Hellenic Petroleum orders.
Commissioning & Start up for projects.
Preparation & Follow up of Services Orders & Offers.
Customer Satisfaction follow-up day to day.
Health & Safety Champion
Risk Assessments
Supervision & Execution of Maintenance Contracts
Cost Calculation of Services Projects

Work experience in other Companies

1989 – 1991 KATTIS / Electrician Engineer
1993 – 1994 ITHACA FISH FARMING / Electrical Supervisor
1994 – 1997 EL.VIO.KAT. – VASILAS / Electrical Engineer
1997 – 1999 AEG Hellas (ALSTOM) / Electrical Engineer
1999 – 2000 TRANOUDIS AEVE / Supervisor of the production line
2000 – 2001 ALSTOM /Hellas Electrical Engineer

Key competencies:

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- 31 Years on Field Services & technical experience in electrical distribution passing by all the levels starting as an FSR, Operations & Sales Manager, Seles Executive.
- Passioned
- Respecting personal and others deadlines
- Very good organizing & coordination skills
- Very good communication skills
- Very good Sales ability
- Team Player