



Panagiotis Douvikas

Personal Information

- Marital Status: Married
- Year Of Birth: 1979
- Place Of Birth: Athens
- Military Service: Fulfilled
- Driving License: Category B

Work Experience

[06/2013-today] Construction Company **MESSARITIS RENEWABLES ATHENS**

- **Sales & Marketing Director** [01/2016-today]
- **Sales Manager** [06/2013-12/2015]
 - Management of existing customers' database and domestic and foreign development
 - Sales engineers' team coordination and reporting to company's management team
 - Search for new partners and integration to the existing company's portfolio
 - Pre-sales up to contract negotiation with company's customers

[07/2012-04/2013] Construction Company **ENTEC CONTRACTORS SA ATHENS**

- **Sales Manager** [07/2012-04/2013]
 - Management of existing customers' database and domestic and foreign development
 - Sales engineers' team coordination and reporting to commercial director and company's management team
 - Search for new suppliers and integration to the existing company's portfolio
 - Pre-sales up to contract negotiation with company's customers
 - Signed contracts of five million euros

[11/2010-07/2012] Construction Company **POSITIVE ENERGY SA ATHENS**

- **Sales Manager** [09/2011-07/2012]
 - Management of existing customers' database and domestic and foreign development
 - Sales engineers' team coordination and reporting to the commercial director and company's management team
 - Search for new suppliers and integration to the existing company's portfolio
 - Pre-sales up to contract negotiation with company's customers
 - Responsible for a new ERP software implementation
 - Signed contracts of twenty million euros
- **Sales Engineer** [11/2010-09/2011]
 - Management of existing customers' database and domestic and foreign development
 - Reporting to commercial director
 - Signed contracts of one million euros

[07/2006-08/2010] Commercial Company **TOTEM SA ATHENS**

- **IT Manager** [06/2007-08/2010]
 - Responsible for a new ERP software implementation
 - Responsible for reporting to the company's management team
 - Contributing to the company's business plan
- **Logistics Manager** [07/2006-06/2007]
 - Warehousing and distribution management
 - Responsible for stock level optimization and inventory management
 - Responsible for customer service and company's branches replenishment
 - Development of new partnerships with 3PL, in order to reduce complexity, optimize the supply chain network and improve customer service levels, inventory turns and logistic costs
 - Vehicle Routing
- **Safety Engineer** [07/2006-08/2010]
 - Responsible for safety and hygiene and accident prevention in the workplace

[02/2001-07/2006] Commercial Company **FASHION PLANET LTD ATHENS**

- **IT Manager** [02/2001-07/2006]
 - Managing the company's network and commercial applications
- **Logistics Manager** [02/2001-07/2006]
 - Warehousing and distribution management
 - Responsible for stock level optimization and inventory management
 - Responsible for customer service

Education

[1998-2004] **MSc in Electrical And Computer Engineering (300 ECTS)**
Polytechnic School Of Patras University, Greece

- Specialization in Energy Field
- Grade: 7,4/10
- Thesis: «Determination Of Power And Energy Losses For Medium And High Voltage Distribution Networks»
- Associate Member Of The Technical Chamber Of Greece

Languages

- Greek (Native)
- English (First Certificate In English)
- German (Zertifikat Deutsch Als Fremdsprache)

IT Literacy

- MS Windows, MS Office, SQL, AutoCAD, 4M, PVSYST, ERP commercial software (Galaxy SingularLogic, Entersoft Business Suite), WMS, CRM, Ecommerce

Seminars

- December 2011 «Lightning protection for electrical networks», Elemko (5 hours)
- January 2006 «Modern Management», Exact (tailor-made seminars for 15 hours)
- November 2005 «Business Plan For SME» Naftemporiki (15 hours)
- April 2005 «Logistics Management» (20 hours)

Volunteering

- Forest protection for Petroupolis' municipality

References

- Available Upon Request