



EMMANUEL VASSILOPOULOS

COO/Vice President

PROFILE

Born in Piraeus -15/08/1970,
Married with 4 children.
Currently, COO and Vice President of
VANOS S.A., counting a 31 years'
experience in the company. Self-
motivated, with strong analytical-
organization-negotiation skills, detail
oriented, characterized by reliability,
enthusiasm and focus on results &
long-term performance.

CONTACT

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EXTRA MURAL ACTIVITIES

Golf
Tennis
Krav Maga
Box

PROFESSIONAL EXPERIENCE

VANOS S.A.

[1993 – 2003]: General Supplies Deputy Manager

- Managing orders, deliveries and customer communication with regards to general supplies.
- Engagement with Sales.

[2003]: Member of the Board of Directors of Vanos S.A.

[2003-2008]: Sales Manager of Vanos S.A.

- Leading the sales teams and working collaboratively with them to achieve goals, escalate revenue gains and advance the sales cycle of the company.
- Developing strategies to retain customers and expand customer portfolio in different business sectors.
- Travelling around the world in order to expand customer portfolio, as well as, the company's offered solutions.
- Leading the company's participation in exhibitions.
- Attending global major exhibitions representing Vanos S.A..

[2008-2014]: General Manager

- Generating company's policies with regards to customers and suppliers, in cooperation with top management.
- Supporting Sales teams.
- In charge of the digital upgrade of company's procedures, in order to be featured as one of the modern in its field.
- Overall responsibility for the company conformance to regulatory requirements and public authorities' audits, through monitoring of Quality Assurance dpt. and cooperation with relevant dpts.
- Took on duties as Nautical Charts & Publications dpt. Manager, managing to further upgrade the segments' performance -for paper and digital products- to one of the most profitable for the company, as well as, introduce innovative technologies, such as Print on Demand (POD), and cooperations in the e-Navigation sector.
- Engagement with recruitment process.
- Customer portfolio development.
- Introducing new representations of leading brands in their field.

[2014-today]: Chief Operations Officer / Vice President

- Appointed as Vice president of the Board of Directors of Vanos S.A.
- Strategic expansion of the company in new business sectors
- Instillating and generating new company policies.
- Providing direction to relevant HSQE dpt. in obtaining new certifications.
- In charge of all Customs related requirements occurring from AEOF certification and daily business.
- In charge of NATO related matters.
- Member of the Board of Directors of the "Panhellenic Ship Suppliers and Exporters Association".
- Representation of Vanos S.A. in Piraeus Chamber of Commerce & Industry.
- Representation of Vanos S.A. in American-Hellenic Chamber of Commerce.

LANGUAGES

- Greek: Mother tongue
- English: Very Good
- Arabic: Good

SEMINARS/EDUCATION

- Certified 3M "Science of Safety Expert", by TUV Hellas
- Emotional Intelligence: Understanding Human Needs, by Daniel Goleman
- Connected Strategy
- Modern Logistics and Warehouse Management
- Marketing Strategy
- Brand Management: Aligning Business, Brand and Behavior
- Quality Management Systems: Assurance & Auditing

SKILLS

International Trade & Maritime, Logistics & Transports, Sales Management, Project Management, Business Development, Strategic Thinking, Contract Negotiation, Operations Management, Risk Management, Safety Management Systems