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Filippos

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**Profile Executive Summary**

A Decisive Leader& CEO with more than 25 years of sound experience gained in multi- million Dollar / Euro deals and complex projects requiring smart and on time decisions, agility, initiative & risk taking.

He possesses a market focused approach to business and keeps abreast of relevant information on the economy, current business issues, key partners, local & international clients& competition.

He constantly seeks out new opportunities to leverage company's capabilities and,eventually,shapes Go to Market Model to achieve stretch goals with and through people as well as business partnerships.He purposefully focusseson doing what is important to create and maintain a positive spirit and collaborative working dynamic within a team to make the impossible feasible.He hasa proven track record in delivering timely & within budget, in exceeding customers’ expectations and in excellent quality in construction projects.His adaptive leadership style has an entrepreneurial flavour enabling him in inventing new ways of doing business under either different political and economic environmentsor cultures.

**PersonalValue Proposition**

His core value is his professional reliability and that via managing win-win relationships he becomes a Trusted Advisor. His key strength relies onproviding the necessary solutions and services- as per contractual requirements- with minimum disruption and supervision, to lead tobusiness growth and performance improvement.He delivers specific, pre-defined results,in conformity with deadlines, regardless of volatile & unstable political and economic environment or complexity of projects.His passion for success is not just his prevailing characteristic but also an inspiration for the people he works with. His personal challenge is to make things happen no matter what and derive such a profit that would drive healthy andongoingbusiness.

**Areas of Expertise**

* Strategy & Business Planning (more > 20 years)
* Business Development & Identification of opportunities (more > 22 years)
* Advanced Arbitration(more > than 25 years)
* Strategic Thinking & Problem Resolution (more > 25 years)
* Cost & Risk Analysis (more > 25 years)
* Leading & Coordinating Technical Teams (more > 23 years)
* Elaboration & Submission of Bid Tenders (more > 23 years)
* Human Resources Management (more > 25 years)
* Contact with Clients (more >25 years)

**Key Success Stories & Career Highlights**

* Key contributor in the construction of Mesochora Hydraulic Power station with relevant works at Acheloos river (150MW capacity). This project was one of the three toughest& highly demanding ever done in Greece due to river’s vulnerability and physical’s location unpredictability.
* Pioneered in the construction of Olympic Village back in 2004 where the project was handed over prior to contractual deadlines. The differentiator was the speed along with excellent organization & planning of construction site & respective personnel
* Essential involvement in the construction and smooth operation (being a Deputy Shift Manager) of the Waste Management & Recycling Factory at New Liosia, Attica, Greece (covered area of 13 acres occupying around 120 employees in 3 shifts)
* Solely responsible for the profitable merger of nine construction companies with different scope of works under BIOTER Group back in 2002. Took me 3years and involved more than 70active projects and hundreds of employees. I proudly state that duringearly 2005 it was considered a model group of companies.
* Direct investment and execution of a project of Luxurious standard – Mezonetes of 3.500 m2 total covered area in the green northern suburbs of Athens called kastri, according to the design of the eminent Greek Architect Mr. Dimitris Agiostratitis, during the period 2008-2009.
* Run a thorough & targeted market research between 2014-2015 to Kuwait to attract Arab investors in real estate industry for Greece in close cooperation with a local partner, PRIME Group. The project was successful taking into consideration the network that was established and the fact that we were the only Greek company that was licensed to take part in the Kuwait International Property Show(KIPS) in 2014.

**Additional major projects**

One of my major responsibilities was not only to deliver the projects as per clients’ contractual requirements but also to find or even create new business opportunities. There were times that this was performed easier before 2010 and afterwards- when conditions became tougher- yet I continued to win new deals against all odds.

**Industrial**:

* Mechanical Recycling Plant
* Industrial Waste & Treatment Plants
* Liquefied Natural Gas (LNG) Terminal

**Roadworks**:

* Imittos Ring Road in Athens
* EGNATIA Highway & Tunnel, “Derveni – Nymfopetra” Section
* Expansion of Mykonos Island Airport Landing Field

**Tunnels & Underground Structures**:

* Construction of Combined Air Operation Underground Center (CARS), NATO HQ, Larisa
* Excavation & Construction of Athens Metro Station in Votanikos

**Buildings**:

* Headquarters of the Hellenic Bank of Industrial Development in Athens
* Olympic Village in Athens *(Section of Urban Structure)*
* New Exhibition Centre in Athens
* Headquarters of MOTOR OIL in Athens
* Private Projects of eminent Greek Architects in the Northern Suburbs of Athens

**Harbors / Marine Areas**:

* New Harbor of Mykonos Island
* Fishing Reserve of Gerakari Harbor

**Professional Experience At a Glance**

**Self-Employeed Business Development Consultant & Construction Engineer**2005 – to present

Urban constructions & commercial building projects were flourishing for many years till financial crisis appeared in Greece. Neverthess,and despite the hardship and difficulties yet I still count successes and satisfied clients. I have a high hit ratio in deals and positive recommendations from the people I have worked with. Regardless of my role, I was always involved in daily routines to make sure that we meet contractual agreement’s milestones and we deliver as promised. My key competitive advantage is that because of my track record, customers believe in me and trust me when engaging in a project.

*Major achievements so far, include the development of luxury urban housing plans and multi-floor appartment buildings, focused on site inspections and hard core negotiations with clients for any claims or disputes, thorough monitoring of consturction activities, thoughtful examination of contracts and point out of vague or sensitive clauses, intuitively coordinated technical teans and organized project phases to deliver as per agreed terms and conditions, prosperous agreements with subcontractors and profitable deals with Buyer – Clients.*

**CEO & President** of **BIOTER Group** 1989 – 2005

(Industrial Technical Works)

I had the honor & the privilege to lead one of the older construction companies in Greece and the 1st to be listed in the Athens Stock Exchange, mainly engaged in large public and private projects (Industrial - Buildings - Infrastructure). That was my heritage since my family established BIOTER originally. I joined the company as a young civil engineer and took over different tasks and diverse positions like Contract Manager, Project Manager, Arbitration Manager. My vision, when finally became CEO, was to perpetuate the company’s name andimage and hold on to trustworthy relationships.

*During my tenure, I identified many acquisition and merger opportunities and led numerous growth initiatives that kept the company healthy and prosperous for many consecutive years. The deeper I was diving into the day to day operations, the more concrete strategies I was implementing that were generating resources and revenues. As official company’s representative, effectively and efficiently promoted BIOTER to national, regional and international constituencies (i.e. ADNOC). Looking back my 16years of service, I can firmly say that I am proud that all our projects were of high quality without imperfections, I have established long lasting relationships with all stakeholders, I created a sense of teamwork and belonging and a mission of being the best among the best in delivering earlier than requested. That was my legacy for the generations to come when decided to leave my company.*

*Allow me to draw your attention on two of the most challenging projects that BIOTER was involved and were a success:*

* The Construction of Combined Air Operation Center (CARS), NATO HQ, Larisa (60MioEuro)
* The Excavation & Construction of Athens Metro Station in Votanikos (Attiko Metro S.A. – 10MioEuro)

**Higher Education&More**

I hold a **B.Sc. in Civil Engineering**from Polytechnic school – Uiversity of Patras back in 1989 and an **M.S. in Civil Engineering** from the Victoria University of Manchester (UMIST) back in 1991 with a major in Construction Project Management and my dissertation in “International, English & Greek, Arbitration Proceedures. I am of Greek origin and a native speaker and I am also fluent in English language. Although of Greek nationality yet I hold a UAE Visa and I am ready to move to Middle East smoothly. I am familiar with CAD applications & Project Management Software. I consider myself as citizen of the world and I am open to opportunities that would trigger my strategic thinking & take advantage of my business acumen & leadership style.

**Specialized Professional Expertise**

Within our profession,***Arbitration*** plays a key role for the successful implementation & execution of big and complex construction projects. I have exercised my arbitration skills ever since I remember myself working in the Construction industry and the ***main highlights*** can be summarized as follows:

* Evaluated the execution of contracts as per financial and technical requirements.
* Ensured all site costs are recorded in detail, ensured the on-time site purchasing process.
* Selected the best fit Project Management teams to deliver projects as per contractual terms
* Prepared and drafted claims against Client, acting as a representative of the company in court.
* Collaborated with the Legal Advisors and other external partners.
* Participated in the Arbitration Procedure, by analyzing the contract specifications, drawings, contract orders, photographs and any other relevant information that will assist to the raising of the claim(s).
* ***Some very important cases that I took active part and BIOTER won were BIOTER vs. Philipps Holtsman in front of the International Court of Paris and BIOTER vs. Public Gus Corporation (ΔΕΠΑat the Greek Court).***

**Professional Licences**

* Licensed Civil Engineer (since 1989)
* General D’ Class Diploma: Licensed to Manage Public Projects Valued between 180, 000 – 720, 000 euro *(highways / national roadways, harbor / pipelines, hydraulics, energy - industrial and building projects),* issued by the Greek Ministry of Environment & Energy (2002)