

## CURRIULUM VITAE

### PERSONAL

**LAST NAME:** BARLAGIANNIS  
**FIRST NAME:** NIKOLAOS  
**DATE OF BIRTH:** NOVEMBER, 1959  
**POST ADRESS:** DERVENAKION SIDE STREET,  
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**MARITAL STATUS:** MARRIED – TWO CHILDREN

### EDUCATION:

**CHEMICAL ENGINEER**  
(1984 POLYTEHNICAL SCHOOL OF BUCHAREST)

### PROFESSIONAL EXPERIENCE:

#### A. AS FREE LANCER

Elaboration of studies for installation of industries in Greece and Albania, feasibility studies for new and old units.

#### B. AS INDUSTRIAL ENGINEER

Technical Manager

#### C. AS INDUSTRIAL MANAGER

- General Manager
- Commercial Director
- Technical Director
- Plants Manager
- Production Manager
- In charge of quality control

### ANALYSIS OF EXPERIENCE: SEPTEMBER '94 - TODAY

#### YIOULA GLASSWORKS S.A. GROUP OF COMPANIES

##### A. GENERAL MANAGER

At YIOULA GLASSWORKS S.A. November 2002 till now

At Stiom S.A. in Romania from November 2002 till November 2010

At CRONOS GLASSWORKS S.A. from September '94 till August '97

- Organization and staffing of companies
- Re-engineering of Sales unit
- New products development
- Development of exports

- Increase of production
- Cooperation with foreign houses in new technology subjects
- Improvement of services and quality assurance
- Doubling of turn over
- Starting with 2003, commercial collaboration (sale/purchase of glassware products) with IM GLASS CONTAINER COMPANY Chisinau and IS FABRICA DE STICLA DIN CHISINAU

### **B.GROUP COMMERCIAL DIRECTOR**

From September '97 till October 2002

- Organization and staff of the commercial units of all companies
- New products development
- Computerization of sales
- Development of exports

**FEBRARY '86- AUGUST '94**

### **I. BOUTARIS & SONS S.A.**

#### **A. GENERAL MANANGER**

At the company ALBA DRING in Tirana from February '93 till August '94

- Feasibility study for investments in Albania
- Negotiations with local authorities for investments
- Repurchase of factory for production of beer, hard drinks and soft drinks
- Planning and development of sales network in Albania

#### **B. TECHNIKAL DIRECTOR**

At the company CAMPAS S.A. from June '91 till January '93

- Upgrading of plants
- Rationalization and optimization of production
- New products development

#### **C. PLANT MANAGER**

Plant of bottling in Athens from December '89 till May '91

- Organization and administration of plants
- Design and fulfillment of investments
- Obtaining of certificate ISO 9001
- Rationalization of production procedures and plant redesign for production flexibility, reorganization of storage rooms

- Studying and developing the dispatching network of company
- Organization and setting up the alcoholic drink import group function

**D. PRODUCTION MANAGER**

Plants of bottling in Athens from February '87 till December '89

- Organization of production
- Fulfillment of investments in plants
- Set up and supervise new production lines

**OCTOMBER '85 – FEBRUARY '86**

**SPECIAL EXPERIENCE:**

**DELMONTE In charge of quality control**

**SEMINARS**

- Business Administration
- Inventory control
- Cost accounting
- Distribution and warehousing of products
- Marketing and Sales

**FOREIGN LANGUAGES:**

- English – fluently
- Romanian – excellent

**ADDITIONAL SKILLS:**

- High communication level
- Skills to distinguish the essential
- Skills to organization and administration
- Skills in planning and execution
- Commitment for results and success of specific goals
- Skills to lead groups of people
- Skills to motivate people
- User of P.C. (Windows, EXCEL, WORD etc.)

**REFERENCE:**

Available on request