

RESUME



Andreas Mitropoulos

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Summary

Sales & People Management professional, trained in building strategic network ties and increasing sales revenues. Areas of expertise include **Account Management**, **Business Development**, **Project Management** with **excellent financial understanding**, which have been acquired while working in a major multinational Organization for the past **30 years**.

Deep Industry knowledge and the related applications Know How in order to establish solution approach vs product approach.

Professional Experience



**Country Manager Henkel
Adhesives Technologies Greece & Cyprus**

May 2018 - Present

- BoD Member of Henkel Hellas
- Member of Henkel Hellas Ex-Com
- Head of the Adhesives Technologies Division
- Full P&L responsibility.

Align and implement cross sub-divisions strategies. Define synergies to drive the business efficient & sustainable. Member of Henkel Hellas Ex-Com and in the lead of the Adhesives Leadership Team. 7 direct reports (27 total)



Sales Manager Henkel
Adhesives Technologies Greece & Cyprus

Sep 2004 - May 2018

Managing industrial sales solution oriented & through added value approach. Leading the Packaging Adhesive activities in Greece and Cyprus. Focus on Key Account and Project Management.



Sales department Henkel
Adhesives Technologies Greece & Cyprus

Sep 1995 - Sep 2004

Industrial sales of adhesives & coatings for the flexible packaging market. Best in class know how needed to serve the complex and demanding rotogravure & flexo printing companies.

Technomatic SA
Sales Representative

Sep 1994 - Aug 1995

Sales responsible for Heating & Control equipment within sanitary distribution channels.

Education

National Technical University of Athens (NTUA)
Department of Chemical Engineering
Integrated Master

Sep 1988 - Aug 1994

Greek Lyceum Cologne (Germany)

Sep 1985 - Jun 1988

Languages

Greek (Native), German (Native), English (Fluent)

Out of the box summary

If you don't know what the hell you are doing, trust me, you are not alone!
I am strongly convinced that most important is to question ourselves about **what, how & why?**

Although being part of a multinational environment for about 30years, I am still struggling to come up with straight answers.

✔ What? I will avoid to use fancy abbreviations towards my job responsibilities as it might sounds 'Greek' to you (I feel exactly like this by reading many of similar summaries....although I am Greek 😊). Starting my working path within sales, I have passed through different departments by steering, coordinating and meanwhile leading the Industrial Adhesives business and being part as member within our Board of Directors. Project Management is still not missing and regular part of my agenda....but my passion started and still remains with my dedication in the flexible packaging sector, which is transforming constantly.

✔ How? My way of moving on includes 2 'easy' characteristics: common sense & simplicity....**that's it!** The most challenging part is the common sense, as it is not common at all for all, or?

👉 Why? Honestly, here I have somehow still to pass. I wish you have an answer already....as I am still struggling to figure out, what my real drivers are.

Feel free to contact me, I will be happy to learn and share insightful thoughts and information.