

Konstantinos Cholevas

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Profile Summary:

Customer focused, business oriented professional helping companies for 25 years to create value through innovation, synergies & business excellence. Extensive exposure in international business at C level positions demonstrating strong leadership and communication skills, innovative business thinking and a successful track record in Business Development & Sales, Supply Chain & Operations, Energy, IS/IT, SAP, Consulting and Project Management. Developed and managed two multimillion international businesses in Energy and Oil & Gas. Led large scale and complex industrial operations and business projects with diverse teams of employees and contractors excelling on P&L and operational targets. Recipient of several professional awards with the most recent one being "Professional of the Year 2019" by European Logistics Association (ELA).

Professional Experience:

- Jan'21 - **AXIA PLUS S.P.P.C.**, Athens, Greece | *Owner & Managing Partner*
- Consulting services in Management, Business Development, Exports, Sales, Operations, Supply Chain, Procurement, Energy, IS/IT, SAP and Project Management.
 - Energy & Industrial Products & Solutions
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- Dec'20 – **LafargeHolcim (LH)**, Paris, France | *VP Exports & Supply Chain Oil & Gas*
- May'14
- Reported to SVP Oil & Gas
 - Increased x5 the exports to O&G customers. Led a global matrix team of 3 export plants, logistics and commercial partners. Negotiated and closed deals and build global supply chains to reach 20+ new export markets in Americas, Europe, Middle East & Africa, Asia and Oceania
 - Facing key O&G customers including Schlumberger, Halliburton, BHI, Chevron, Total and Exxon Mobil.
 - Led the development of new low-CO2 footprint products & service and strategic partnerships with O&G majors on CO2 footprint reduction initiatives and on global wide business synergies
 - Increased fuel sales to 500 ktn/yr from 330 ktn/yr in 2015 with new products & services and 3 new exports markets in Europe and North Africa.
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- Jun'17 - **ANEH Shipping Company, Heracles G.C.Co**, Athens, Greece
- Dec'09 *Executive President of the Board* of ANEH company owning and chartering dry bulk cargo vessels.
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- Sep'15 - **Lafarge Cement Greece (Heracles G.C.Co)**, Athens, Greece | *Fuel Trading & Strategic Sourcing G.M.*
- May'14
- Executive Committee member, reported to CEO, led a team of 25 FTEs at H/O.
 - Increased fuel sales to 330 from 220 ktn/yr in 2014 with new products & services and new exports markets in Balkans and North Africa.
 - Delivered 3.0 mil€/yr savings on average out of 180 mil€/year of centrally sourced materials & services of which 100 mil€/year in **Energy** (Power, Fuels, Alternative Fuels & Waste).
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- May'14 – **Lafarge Cement Greece (Heracles G.C.Co)**, Athens, Greece | *Exports, Supply Chain & IT G.M.*
- Nov'09
- Executive Committee member, reported to CEO, led a team of 220 FTEs at H/O and 9 Terminals responsible for:
 - Export Sales, Planning, Chartering & Vessel Management, Logistics & Distribution.
 - Country Purchasing including Energy (Power, Solid/Liquid/Alternative Fuels, Natural Gas).
 - Fuel Sales.
 - IS/IT and Processes
 - Increased cement exports to 3.0 from 1.2 mil tn/yr in 2009 penetrating new markets in Algeria & Libya.
 - Increased fuel sales to 220 from 45 ktn/yr in 2009 penetrating new markets in Jordan & Egypt.
 - Delivered 4.7 mil€/yr savings on average out of 200 mil€/yr of centrally sourced materials & services.
 - Built a leaner, multi-skilled and customer focused organization of 170 FTEs.
 - Became role model for Lafarge Group for Road and Port Safety (2010 & 2011 LH Gold Award).

- Nov'09 – **Lafarge Cement Greece (Heracles G.C.Co)**, Athens, Greece | *Group IS/IT and Processes Manager*
- Sep'06
- Member of Operational Committee, reported to CFO and regional CIO.
 - Led a team of 22 FTEs, 3+ mil€ budget and 55 Suppliers and Contractors.
 - Supported 900+ end users located at 11 sites around Greece.
 - Transformed organization into a customer/performance excellence focused central team of 12 FTEs.
 - Led roll-out of Group Business Process and Organizational Template.
 - Delivered 40+ projects as per PMI® standards (SAP upgrade, SAP EH&S, Transportation scheduling & GPS tracking, VoIP, Printing as a Service, WAN optimization, Outsourcing etc.) and awarded with Gold award by Lafarge and SAP.
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- Sep'06 – **SAP Hellas S.A.**, Athens, Greece
- Sep'98 *Business Development Manager*
- Supply Chain and Manufacturing Head of Solutions for Greece & Cyprus.
 - Engaged with Customers to build value proposals, define solutions & projects and close deals.
- Project Manager*
- Delivered 5 full scale ERP/SCM/SRM projects on time, quality & budget, leading teams of 5-20 consultants in Manufacturing, Hospitals, Professional Services and Consumer Goods/Retail.
- Principal Consultant*
- Certified in Operations & Supply Chain Management (Demand Planning/Forecasting, SNP, MRP, Purchasing, Logistics, Inventory Management) and Costing.
 - Led process re-engineering, solution design and implementation in 11 projects in High Tech & Telecom, Oil & Gas, Steel, Paper & Mills, A&D, E&C.
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- Sep'98 – **CoCa Cola Hellenic Bottling Company**, Athens, Greece
- May'97 *Supply Chain Planner*, led Demand/Production/Supply/Transportation/Inventory planning for Coca Cola 330cc & 0,5lt products for all 11 Greek plants, coordinating Marketing, Sales, Production, Purchasing and Logistics. Successfully met supply chain cost & efficiency targets including target inventory levels with zero stock outs
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- Dec'99- **Rank Xerox Language Technology Centre**, Slough, UK.
- Mar'96 *Technical translator consultant* for Automotive Industry.
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- Feb'97- **Greek Army, Supply and Transportation Corps.**
- Mar'95 *First Lieutenant*, responsible for Supply and Transportation of 852 NATO Unit, Kavala, Greece.
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- Nov'94- **Michigan Technological University**, Mechanical Engineering Dpt. Houghton MI, USA.
- Nov'92 *Graduate Research & Teaching Assistant.*

Academic Degrees:

- Nov'92 - Mar'95 Michigan Technological University, USA: **MSc in Mechanical Engineering**, GPA: 3.95/4.00.
- Sep'86 - Nov'91 Aristoteles University of Thessaloniki, Greece: **Bachelor of Science in Physics**, GPA: 7.45 /10.00.

Professional Certifications:

- Nov'05 - Certificate Supply Chain Management, SAP University, Waldorf, Germany.
- Jul'04 Certificate Supplier Relationship Management, SAP University, Waldorf, Germany.

Professional Awards:

- May'19 "Professional of the year", European Logistics Association (ELA), Brussels, Belgium.
- Apr'19 "Project & Professional of the Year", Greek Institute of Logistics Management (ILME), Greece.
- May'14 Gold Award, CSR in Transport & Logistics, Greek Government & Industry Federation.
- Oct'12 Gold Award, SAP implementation in Greece & Cyprus, SAP AG, Waldorf, Germany.
- Jun'11 Gold Award, Transport Safety, Lafarge Group, Paris, France.
- Jun'11 Gold Award, Solutions in New Market Segments, Lafarge Group, Paris, France.
- Jun'04 Gold Award, Excellence in Professional Growth, SAP, Athens, Greece.

Languages:

English (fluent), French (intermediate), Greek (native).