

# EFTHYMIOS (MAKIS) NIKOLOPOULOS

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## EDUCATION

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### UNIVERSITY OF MACEDONIA

*PhD in Foreign Direct Investment*

Thessaloniki, Greece

2007- 2015

- Thesis title: “Race for Foreign Direct Investment: Efficiency and Comparative Position of Countries”

### MIT SLOAN SCHOOL OF MANAGEMENT

*Master of Science in Management Studies (MSMS)*

Cambridge, MA, USA

2013- 2014

- MIT George and Marie Vergottis Fellowship (~\$70K – Awarded from Office of the Dean for Graduate Education)
- MIT Sloan MSMS 2014 Outstanding Thesis Award

### LONDON SCHOOL OF ECONOMICS

*Master of Science in Accounting and Finance*

London, UK

2004-2005

- Awarded with Merit. Finance Concentration

### UNIVERSITY OF MANCHESTER- UMIST

*Master of Science in Business Economics*

Manchester, UK

2003-2004

- Won award for the best overall performance (first among all classmates upon graduation)

### UNIVERSITY OF PIRAEUS

*Bachelor of Science in Economics*

Athens, Greece

1998-2003

- Awarded with Merit

## EXPERIENCE

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### ASTRAZENECA

*Commercial Operations, Strategic Initiatives & Business Development Director*

Athens, Greece

2016-Present

*Commercial Operations and Strategic Initiatives Leader*

2014-2016

- Form and Lead the Commercial Operations and Strategic Initiatives Department. The team acts as business partner for all Business Units and functions in delivering proactively insights/analytics, proposing strategic options/recommendations, managing key business processes, BD activities and cross functional projects
- Supervises all areas of Business Development, Business Insights, Sales Force Effectiveness, CRM, Strategic Planning, Digital Marketing, C&E and Commercial Excellence. Leads a team of managers and associates

### NOVARTIS

*Sales Analysis Director*

Athens, Greece

2010-2013

- Led Sales Analysis/Sales Force Effectiveness (SFE) team for the biggest Pharma Field Force organization in Greece (~350 Medical Representatives) and participated as expert in development of Global SFE projects which focused on increasing productivity and upgrading the capabilities of Field Force
- Fostered culture of data driven decision making and rigorous analytics through adoption of new methodologies
- Managed a Field Force Restructuring project which resulted in savings of €3M (Won annual award for productivity)

### BOSTON CONSULTING GROUP

*Associate*

Athens, Greece

2008-2010

- Established and embedded a standard process to identify and improve employees’ engagement in a public telecommunications organization (~10K employees)
- Analyzed market conditions, led an audit of stock option plan and proposed new metrics for a group of hospitals
- Performed projects in various industries (Pharma, Telecommunications, Retail) and multiple functions and tackled critical and complex business cases by providing innovative solutions

### KRAFT FOODS

*Financial Analyst*

Athens, Greece

2006-2008

- Analyzed the results of main categories in terms of economic variance analysis and provided proactive input to BUs
- Managed the Overheads (~€13M) and Shipping (~€7M) P&L lines assuring alignment with budget

### HELLENIC NAVY

*Administrator*

Salamina, Greece

2005-2006

- Supported oversight of 13 frigates (~2K sailors) and participated in the organization of two joint naval exercises

## ADDITIONAL INFORMATION

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- MIT Teaching certificate (2014). Lecturer at BCA-London Metropolitan University (Business Finance- 2008)
- Languages: Greek (Fluent); English (Fluent)