

# Laila Papadopoulos

Greece | Female | 31

*Target MSc: International Management*

## PROFESSIONAL EXPERIENCE

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Regional Sales Manager - FMCG Group (Jan 2016 - Sep 2023)  
Developed and implemented regional sales strategies across Greece and the Balkans  
Managed a team of 15 sales representatives, including performance tracking and coaching  
Conducted sales forecasting and KPI analysis to achieve quarterly targets  
Coordinated with marketing and logistics teams for product launches  
Sales Executive (2014 - 2016)  
Prospected and acquired B2B clients  
Managed client contracts and maintained long-term relationships  
Prepared sales reports and conducted performance analysis

## EDUCATION

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Bachelor in Business Administration, Athens University of Economics and Business, 2010 - 2014  
Major in Business Management and International Trade  
Academic projects on market expansion strategies and commercial analysis

## SKILLS

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Sales management, team leadership, client relationship management, reporting, market analysis

## LANGUAGES

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Greek (native), English (fluent)

## PERSONAL INTERESTS

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Leadership, business development, mentoring