

Laila Papadopoulos

Greece | Female | 31

Target MSc: International Management

PROFESSIONAL EXPERIENCE

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

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

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

LANGUAGES

Greek (native), English (fluent)

PERSONAL INTERESTS

Leadership, business development, mentoring