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Top Skills

IT Service Management
Information Security Management
Business Continuity

Languages

Japanese
English

Certifications

IBM Way Certified Interviewer

Honors-Awards

IBM Global Sales School Distinction
IBM Sales Eminence Award
IBM Sales Emimence Award

Publications

FPGA Implementation of Viterbi
Algorithm for Software Radio
Systems
Long Number Bit-Serial Squarers
A High Speed FPGA Implementation
of an RSA Encryption Algorithm
An FPGA Optimized Implementation
of the Advanced Encryption
Standard Algorithm

Lefteris Chaniotakis

Helping enterprises unchain their potential using cloud technology
with AWS. Views expressed here are my own.

Greece

Summary

I am currently working at AWS Greece, as a Sr. Enterprise Account Manager, focused on Large Enterprises. My aim is to help my customers transform their IT operations and move to the cloud using AWS technologies, making their operations more efficient, enabling rapid innovation and reducing the cost and technology burden of legacy IT solutions.

Before AWS, I worked at Fortinet as a Major Account Manager, focused on the Greek Government & Public Sector market. I had a responsibility to enable my customers to provide secure access to data and information, improve privacy and reduce exposure to external and internal threats and attacks, using Fortinet solutions. I have about 11 years of experience in the Greek security market, working in various other positions.

Prior to Fortinet, I worked at Oracle Greece, as a Cloud Platform Account Manager for the Financial Services Sector, responsible for the Oracle Technology Products and Cloud portfolio, and as a Principle Sales Representative for Engineered Systems for Greece, Cyprus, Malta, MAK and Ukraine, responsible to support the business growth of private, hybrid and public cloud solutions, with a focus on data management.

I have also spent 10 years at IBM Greece as a services sales specialist in 2006 and achieved the rank of Senior Sales Specialist in 2012. From 2013 to 2015 I also held the position of Service Devliery MAanger in Global Technology Services. In 2015 I moved to the position of Business Development Leader. During this time I worked with several customers from various industry sectors, driving the IBM technology services portfolio. I was responsible for overseeing both the technical and financial aspects of complex customer solutions and proposals, orchestrating the presales and proposal teams and developing client relationships. Throughout my tenure in IBM, I was

mainly focused on Outsourcing, Cloud & Managed Services, IT Security, Business Continuity and Networking & Communications.

I have also worked as a researcher in the National Technical University of Athens and published a number of papers in the area of hardware implementation of cryptographic algorithms and complex arithmetic circuits.

Experience

Amazon Web Services (AWS)

Sr. Enterprise Account Manager

March 2022 - Present (3 years 6 months)

Athens, Attiki, Greece

Fortinet

Major Account Manager, Government

February 2021 - March 2022 (1 year 2 months)

Athens, Attiki, Greece

Working with major government organizations to enable secure access to information, bolster privacy and reduce exposure to cyber threats and attacks.

Oracle

4 years 11 months

Cloud Platform Account Manager

June 2018 - March 2021 (2 years 10 months)

Athens, Greece

Responsible for the Oracle Technology Products and Cloud IaaS and PaaS portfolio, for Banking and Insurance Enterprises, in Greece.

Principal Engineered Systems Representative

May 2016 - May 2018 (2 years 1 month)

Athens, Greece

Lead the development of the Engineered Systems pipeline for on-premise and in-cloud environments, for the entire Oracle Engineered Systems portfolio. The territory covered is Greece, Ukraine (since June 2017), Cyprus, Malta, Albania, Kosovo & FYROM, working with both direct customers and indirectly through the Oracle channel.

Act in driving seat during entire sales cycle for the most strategic Engineered Systems opportunities (cross industries) or as a support function for specific activities allocated by the Sales Team during the opportunities sales cycle.

Support the Oracle Sales Teams to qualify the Engineered Systems opportunities and contribute directly or through the involvement of right resources to strengthen and close these opportunities.

Present to customers and partners a “customized” value proposition on Engineered Systems, from both a business and a technical perspective. This is based on a deep understanding of the customer needs and of the applications footprint in the customer environment.

IBM

10 years

Business Development Leader, Global Technology Services
September 2015 - April 2016 (8 months)

Athens, Greece

- Work with big clients in long-term contracts in the IBM focus growth areas:
 - Managed Services
 - Security
 - Cloud Services
 - Mobility Services
 - Strategic Outsourcing
- Focus on big, high-value and long-cycle deals that require complex negotiations.
- Work as project executive sponsor during project implementation with the responsibility to monitor and sustain client satisfaction in a high I
- Participate in market events to enhance IBM brand visibility in the local market.
- Act as team leader and mentor for a team of junior sellers

Solution Representative

January 2010 - April 2016 (6 years 4 months)

Greece & Cyprus

As part of my sales responsibilities at IBM, I am responsible for managing the sales process, both externally and internally.

My external responsibilities include managing the client relationship, establishing trust with key solution stakeholders, understanding the business

and technology drivers behind a client's initiative and negotiating both the financial and contractual terms of the solution to the mutual satisfaction of both my client's and IBM's.

I am working with both direct clients and partners to promote the IBM portfolio through various delivery and financial models, including project-based, managed services and outsourcing.

My internal responsibilities include aligning the IBM presales and design effort with the client's business and technology initiatives, managing the profitability of the solution, handling the proposal creation process and creating the proposal deliverables, and ensuring that the internal quality assurance process is met successfully.

I have been responsible for the Business Continuity Services, Managed Services and Security Services business of IBM Greece and Cyprus with success since 2007 (starting in my previous role as Client Services Leader).

I have been involved in business development and services offerings design, creation and delivery activities, introducing the IBM portfolio of managed services into the Greek and Cypriot markets, exhibiting business growth in the areas that fall under my responsibility.

Service Delivery Manager

September 2013 - September 2015 (2 years 1 month)

Greece

My responsibilities include the areas of:

Integrated Communications Services,

End-user Services,

Site & Facility Services,

Security Services and

Managed Services.

Client Services Leader

May 2006 - June 2010 (4 years 2 months)

Responsible for services sales for Greece and Cyprus. Areas of expertise are: Business Continuity & Resiliency Services, Server Services, Site & Facilities Services, Storage & Data Services.

My responsibilities include presales, solution design and pure sales activities.

I am also responsible for the Internet Security Systems department for Greece & Cyprus: Sales, Business Development and Channel Management.

Self-Employed

Technical Support

January 1995 - April 2004 (9 years 4 months)

I worked as a freelance technical support specialist for IT systems and networks for small businesses and private offices.

IEK DOMI

Faculty

September 2000 - February 2002 (1 year 6 months)

Teacher for IEK Domi, at Information Technology related courses.

Courses ranged from OS administration (Windows, Unix) to programming in various languages (Java, C/C++)

Education

National Technical University of Athens

Ph. D Candidate, Digital VLSI · (2000 - 2005)

National Technical University of Athens

Master's Degree, Electrical & Computer Engineering · (1994 - 1999)

Ionios School

High School Graduation · (1988 - 1994)