

# Dimitris Papadopoulos

## Personal Information

Gender: Male

Age: 40

Nationality: Greek

Location: Athens, Greece (willing to relocate to Austria)

## Education:

Bachelor's degree in Business Administration

University of Athens, Greece

## Experience:

Sales Manager

Dream Technology Solutions, Athens (8 years)

- Developed and executed sales strategies to increase market share and revenue.
- Managed a team of sales representatives and provided coaching and support.

March 2016 – Present (8 years)

Athens, Greece

Business Development Manager

ABC Consulting

- Identified new business opportunities and forged partnerships with key clients.
- Negotiated contracts and agreements to drive business growth.

January 2012 – January 2016

Vienna, Austria

Sales Executive

DeepT Software Solutions

- Prospected and qualified leads to generate new business opportunities.
- Built and maintained relationships with clients to ensure customer satisfaction.

January 2009 – December 2011 (3 years)

Athens, Greece

## Skills:

- 8 years of experience in sales and business development roles
- Proven track record of achieving sales targets and driving revenue growth
- Strong leadership and team management skills
- Fluent in Greek and English, with basic proficiency in German