

Pavlos Poli

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Strategy Consultant

Self-directed and driven professional with comprehensive accomplishments leading a wide range of strategic and tactical issues, designing and implementing successful strategy, transformational and performance improvement initiatives for local and international client companies in consulting, retail, consumer goods, manufacturing, professional services, technology, tourism and hospitality. Known as an innovative thinker with strong business strategy, business operations and financial data analysis acumen. Highly organized, creative problem solver with excellent communication and interpersonal skills who excels at guiding teams through challenging projects by identifying goals.

Major accomplishments:

- Reconstructed an existing business model for a professional services firm by introducing the concept of a two-sided market and building on it.
- Boosted EBITDA by 36% CAGR for a professional services firm through revenue increase by 20% (revenue model change) and cost reduction initiatives such as reducing cycle times and increasing capacity utilization rates.
- Developed growth and operations optimization strategies for a leading clothing manufacturer through new market entry, expansion of the current business line, change the pricing scheme and consolidation of suppliers. As a result, the client increased profits by 30% over 3 years.
- Led a 10% cost reduction initiative for a leading gum manufacturer through supplier renegotiations, rightsizing the labour force, introducing manufacturing automation, improving inventory management, savings from advertising and consumer promotions.
- Assessed the profitability of a leading multi-location bicycle retailer through rigorous data analysis of sales and costs figures. Our recommendations led to a 50% increase in revenue and a 25% increase in gross profit.
- Planned a customer segmentation strategy for a leading 5-star hotel. Identified the customer base of the business based on demand analysis, its profitability and the behavioural and demographic drivers of profitability. A target segment was chosen upon its attractiveness and the client's ability to serve it. Realized a 4% increase in revenues.
- Led and guided 200 employees to carry out complicated tasks on time.
- Interacted with various departments' staff to solve disputes for streamlining all operations.
- Applied change initiatives as well as identified and analysed key metrics for a business unit to increase efficiency and improve growth.

Expertise:

Business Strategy, Business Planning, Business Operations Management, Revenue Growth, Go-to-Market Strategy, Demand Analysis, Price Optimization, Business Modelling, Cost Optimization, Liquidity Management, P&L Management, KPI Dashboards, Financial Planning, Budgeting, Financial Analysis, Financial Modelling, Valuations, Investment Appraisals, Business Presentations, Change Management, Project Management, Organizational Development, Team Leadership, Relationship Building.

PROFESSIONAL EXPERIENCE

Anago Management Consulting Services

Senior Consultant, Strategy & Operations, Sep 2013 to Sep 2020

Spearheaded all aspects of multiple complex projects and delivered against tight deadlines in a fast-paced, challenging environment.

- Met with clients to define their needs and project deliverables.
- Built teams and communicated key project milestones.
- Managed the project lifecycle and was the key contact point for all stakeholders, both internally and externally.
- Managed stakeholders, ensuring timely and qualitative communication, facilitated workshops and client sessions and ensured coaching and training.

Continued...

- Presented findings and recommendations for actionable results to senior stakeholders.
- Planned and conducted project meetings to discuss and resolve issues that occurred during executing tasks.
- Managed projects and programs in areas such as strategy, operations, organization design, performance improvement, cost-optimization, cultural changes, management reporting etc.
- Managed client relationships and proactively identified and pursued new business opportunities.

Anago Management Consulting Services

Management Consultant, Sep 2011 to Sep 2013

Accountable for workstreams/small scale projects from initial data collection and analysis to creating final client deliverables and implement changes.

- Diagnosed the problem, conducted analysis, and developed solutions for client challenges.
- Identified and assessed key internal and external data to drive the analyses.
- Collaborated closely with stakeholders across client's company to get work done.
- Effectively managed and motivated workstreams and teams with diverse skills and backgrounds.
- Developed, managed and coached junior team members at the associate/consultant levels.

Anago Management Consulting Services

Business Analyst, Apr 2009 to Sep 2011

Owned individual workstream in the problem solving process.

- Led data intensive work (data gathering, analysis and modelling).
- Distilled data into insights (highlighted key findings in slide format).
- Participated in case meetings.
- Communicated with client side teams.

Evalue, SA

Business Operations Manager, Nov 2000 to Nov 2006

Directed entire projects for meeting time, cost, quality, and customer requirements, which resulted in boosting revenues up to €5M.

- Assured all business operational tasks accomplished correctly, cost effectively, and delivered on time.
- Cultivated excellent working relationship with company's main clients for growing business.
- Developed operative processes, workflows, standards, procedures, and systems to meet business needs/operational requirements and manage functions.
- Directed recruitment process and delivered training to newly hired employees by arranging training sessions regarding business operations.
- Defined unit's operating and financial objectives for meeting day-to-day expenses.
- Reviewed business operational results and delivered expert advice and recommendations for improvement.

EDUCATION AND CREDENTIALS

Master of Business Administration (MBA)

Chapman University, USA

Bachelor of Science in Computer Information Systems

Chapman University, USA

Certification in Management Consulting

The Blackford Centre for Management Consulting, UK

Technical Proficiencies

Microsoft Office (Microsoft Excel, Microsoft PowerPoint, Microsoft Word) | Knowledge of SQL | Good understanding of Minitab and statistics

Languages

Greek – Mother tongue, English - Fluent