



Χαραλαμπος Τραμπας

Manager II, Strategic or Large Account Management

Location: Greece

Organization: DMO/Central East Europe, Israel , Turkey, Greece

Manager: Βασίλειος Ραμπας

Email: Haris.Trampas@xerox.com

Education

Institution	ALBA Graduate Business School	Start Date	Nov 15, 2007
Major / Course of Study	Professional MBA	Graduation Date	Dec 15, 2009
Education Level	Master's Degree		
Institution	Technological Educational Institution (T.E.I) of Piraeus	Start Date	Jan 15, 1994
Major / Course of Study	Mechanical Engineer	Graduation Date	Oct 15, 1999
Education Level	Bachelor's Degree		
Institution	Vocational Training Institutes (I.E.K)	Start Date	Sep 15, 1992
Major / Course of Study	Electronics & Automation Sector	Graduation Date	Jun 15, 1993
Education Level	Non-Degree Program - Certificate Program		

Work Experience

Employer	XEROX HELLAS SA	Job Field	Direct Sales
Start Date	Jul 17, 2016	End Date	Present (1 year)
		Job Title	Marketing & Sales Director
Tasks and Achievements	Responsible for the Technology Marketing operations and the Direct Sales Management to Large Enterprises.		
Employer	XEROX HELLAS S.A.	Job Field	Indirect Channels
Start Date	Jan 1, 2015	End Date	Jul 17, 2016 (1 year 6 months)
		Job Title	Channels Business Director
Tasks and Achievements	<p>Provided thought leadership for development of local Channel Strategy and implementation for all Indirect Business of Xerox Hellas for maximising revenue and increasing profitability. Primary objective was to infuse internally and to all Channel partners and SMB customers the concept of total IT Solutions and Managed Print Services vs. box sales. Orchestrated tactical actions with local (15persons) and European team for faster deployment while being fully accountable to the local Managing Director. Also responsible since 01/09/15 for the Sold Supplies business as per the following responsibilities</p> <ul style="list-style-type: none"> o P&L management end to end o Planning & Outlook 		

- o Distributors, CCSS and big resellers management
- o Target negotiation and agreement
- o Management of their credit conditions
- o Performance reviews
- o Marketing programs
- o Special Bids agreements
- o Grey Market issues mgnt and collaboration with XE

Employer	XEROX HELLAS S.A.	Job Field	Marketing
Start Date	Jun 30, 2012	End Date	Present (5 years)
		Job Title	Value Products & Solutions Marketing Manager

Tasks and Achievements

Responsible for ALL products in MID & HIGH categories (including ENTRY category from 01/01/15) along with ALL Freeflow & Office Solutions' strategy/ pricing / sales support and marketing promotion in a country level supporting both direct and indirect sales teams.

Employer	XEROX HELLAS S.A.	Job Field	Sales Management
Start Date	Dec 31, 2009	End Date	Dec 31, 2014 (5 years)
		Job Title	Production Systems Group Sales Manager, European Channels Group

Tasks and Achievements

Responsible for the achievement of Indirect Sales targets and objectives related to the PSG business through the successful planning, organizing, controlling and coordinating of the indirect salesforce activities including special pricing schemes both for the equipment and the post sales annuity.

Employer	XEROX HELLAS S.A.	Job Field	Product, Portfolio & Platform Management
Start Date	Dec 31, 2007	End Date	Dec 31, 2014 (7 years)
		Job Title	Marketing Products Manager, Continuous Feed Printers and Feeding & Finishing Systems

Tasks and Achievements

Responsible for the products' strategy / pricing / sales support and marketing promotion of Continuous Feed printing systems and 3rd party pre & post processing solutions.

Employer	XEROX HELLAS S.A.	Job Field	Product, Portfolio & Platform Management
Start Date	Dec 31, 2005	End Date	Dec 31, 2007 (2 years)
		Job Title	Marketing & Sales Senior Executive, Key Accounts

Tasks and Achievements

Communicate Xerox Strategy to key decision makers and develop new business opportunities for Production Systems and Xerox Services. Pre-launch & promotional activities for the launch of Continuous Feed printing systems and selected 3rd party pre & post processing solutions.

Employer	XEROX HELLAS S.A.	Job Field	Strategic & Large Account Management
Start Date	Dec 31, 2004	End Date	Dec 31, 2005 (1 year)
		Job Title	Sales Senior Executive, Major Accounts

Tasks and Achievements

Implement an account management process for the strategic accounts of Xerox Hellas and ensure customer retention through exceptional services.

Employer	XEROX HELLAS S.A.	Job Field	Direct Sales
Start Date	Dec 31, 2003	End Date	Dec 31, 2005 (2 years)
		Job Title	Sales Executive, Major Accounts

Tasks and Achievements

Serve as an expert consultant of end-to-end solutions that aim to streamline the business processes related to documents and increase the Xerox business with key clients.

Employer	XEROX HELLAS S.A.	Job Field	Direct Sales
Start Date	Dec 31, 2001	End Date	Dec 31, 2003 (2 years)
		Job Title	Production Account Specialist, Major Accounts

Tasks and Achievements

Responsible for the promotion and selling of combined solutions (both hardware & software) that provide more effective recorded information and enhanced productivity processes.

Employer	XEROX HELLAS S.A.	Job Field	Professional Services
Start Date	Mar 15, 2001	End Date	Dec 15, 2001 (9 months)
		Job Title	Facilities Management Marketing Executive, Major Accounts

Tasks and Achievements

Responsible for the promotion of business integrated solutions (human resources, products and processes) providing consulting services for improving operational efficiency and effectiveness.

Employer	XEROX HELLAS S.A.	Job Field	Pricing, Bid or Contract Management
Start Date	Dec 15, 2000	End Date	Dec 15, 2001 (1 year)
		Job Title	Bids & Tenders Specialist, Major Accounts

Tasks and Achievements

Responsible for the promotion of Xerox office products' competitive advantages, preparation of bids and monitoring tenders progress.

Employer	XEROX HELLAS S.A.	Job Field	Direct Sales
Start Date	Aug 15, 2000	End Date	Dec 15, 2000 (4 months)
		Job Title	Sales Representative, Graphic Arts Sector

Tasks and Achievements

Responsible for the promotion of Xerox B&W and Colour solutions at the graphic art market, advertising and publishing companies.

Employer	XEROX HELLAS S.A.	Job Field	Direct Sales
Start Date	Jun 15, 2000	End Date	Aug 15, 2000 (2 months)
		Job Title	Trainee

Tasks and Achievements

Training period that included Product Management and IT technologies, as well as Customer Relationship Management, Selling Skills and Territory Management.

Employer	Engineering Consultants Toumpakaris – Iliadis Ltd	Job Field	Engineering Support
Start Date	Nov 15, 1999	End Date	Apr 15, 2000 (5 months)
		Job Title	Junior Mechanical Engineer (Part-time occupation)
Tasks and Achievements			
Practice on electrical and mechanical projects for private and public sector			

Employer	Technical Firm Douzenis – Bastis Ltd	Job Field	Engineering & Technical Support
Start Date	Jun 15, 1990	End Date	Sep 15, 1997 (7 years 3 months)
		Job Title	Assistant Mechanical Engineer (Part-time occupation)
Tasks and Achievements			
Practice on electrical and mechanical installations for industrial use			