

# GEORGE NTALAKAS

## GENERAL

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BIRTH DATE : FEBRUARY 05 / 1967  
CITIZENSHIP : HELLENIC  
MARTIAL STATUS : MARRIED  
MILITARY OBLIGATIONS : FULLFILLED  
ADDRESS : I. POLEMI 6  
MAROUSSI, 15126  
ATHENS  
***g.ntalakas@sandb.com***  
***τηλ. 6932765105, 210-6296173***

## EDUCATION

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1984-1990	<u>NATIONAL TECHNICAL UNIVERSITY OF ATHENS</u>	ATHENS
	<ul style="list-style-type: none"><li>• <b>DIPLOMA IN MINING AND METALLURGY ENGINEERING</b></li></ul>	
1990-1991	<u>UNIVERSITY OF STIRLING</u>	SCOTLAND
	<ul style="list-style-type: none"><li>• <b>MSC IN TECHNOLOGY MANAGEMENT</b></li></ul>	
	Main Courses: Marketing, Business Economics, Macroeconomics, Production /Operation Management, Financial & Managerial Accounting, Capital Budgeting, Operational Research, Social Cost Benefit Analysis, Statistics	
1997-1999	<u>UNIVERSITY OF STRATHCLYDE</u>	SCOTLAND
	<ul style="list-style-type: none"><li>• <b>MSC IN FINANCE</b></li></ul>	
	Main Courses: Portfolio Theory, Security analysis, Statistics, Treasury Management, Options & Fututes, Investment Analysis, Mergers & Acquisitions, International Finance, Corporate Finance, Managerial And Financial Accounting	

## PROFESSIONAL QUALIFICATION

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- **MEMBER OF TECHNICAL CHAMBER OF GREECE (TEE)**
- **LEVEL 1. CERTIFIED FINANCIAL ANALYST (CFA) (AIMR , USA)**

## WORKING EXPERIENCE

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- Oct 2011 – Up to date **S&B INDUSTRIAL MINERALS SA ATHENS**  
FINANCIAL ANALYSIS SOUTH EUROPE (i.e South Europe Means, 180 mln Euros Sales Revenue, 2 Business Units, 10 Legal entities, 7 Countries, 7 Processing Plants, 3 main minerals (Bauxite, Bentonite, Perlite), .  
Reporting and Information management (i.e Integrating and Managing information coming from various sources: SAP, other ERP systems, Excel) in Application/Segment/Product/ Customer etc dimension.  
Set up and implement the whole reporting concepts, information infrastructure , reporting system, final reports and Metrics/KPI's for Rolling Forecast, Flash Sales, Monthly Reports and Business Plans .  
Rolling Forecast means 15 months ahead forecasting and modelling in P&L and Cash Flow basis.  
Facilitate top management decision making by providing the necessary information platform, concepts, metrics, decision framework and processes. The processes integrate Operations, Business Units, and Financial Management perspectives in proper Financial/Business decision making framework and Metrics
- May.2004 – Sept 2011 **S&B INDUSTRIAL MINERALS SA ATHENS**  
HEAD OF FINANCIAL PLANNING & REPORTING  
(PERLITE DIVISION)
- June.1999 – May.2004 **S&B INDUSTRIAL MINERALS SA ATHENS**  
FINANCIAL ANALYST  
(BAUXITE DIVISION)
- Set up, organize and manage the Financial Planning and Reporting functions in Bauxite and Perlite and Divisions (i.e 11 Legal Entities, 4 Business Units, 3 Continents, 9 countries)
  - Lecturing and teaching Corporate Finance and Investment Analysis in Non-Finance executives and personnel of S&B, using real life case study material.
  - Build up the Financial Models/Metrics and Coordinate the Strategic Planning and Budgeting process. P&L, Cash Flow and Key performance Indicators by Plant, Legal Entity, Business Unit, Division .
  - Provide the Financial Basis for Strategy planning and Strategy evaluation
  - Develop and execute critical What if scenarios and simulations achieving maximization of Divisions' Profitability
  - Financial and Business analysis, modelling Risk/Uncertainty and Opportunity Issues, Evaluating Key Metrics in Acquisition and Capital Investment projects

- Develop, Implement and manage the Financial reporting (i.e P&L, KPI's, Profitability Analysis, Balance Sheet by Plant/BU etc) and Costing structure of Acquired companies in SAP environment (i.e Post merger integration )
- Develop, implement and manage the Activity Based Costing system for production operations using OROS and achieving optimization of Milos Operations for Perlite
- Monthly Consolidation of several Legal Entities for Perlite Division according IFRS and Supply Chain principles using appropriate Product costing and SAP Modules
- Monthly Costing of Activities and Products for Bauxite and Milos operations (i.e Bauxite, Perlite and Bentonite operations) using OROS ABC tool
- Evaluate the potential of using Balanced Scorecard and Strategy Maps as Performance Measurement / Performance Management/Strategy development tools in Perlite Division
- EVA and Economic Profit implementation and use for decision making
- Formatting Business Strategy, Develop Financial Models and Evaluate Investment Proposals of New products/applications for Perlite Division

Dec.1997 – Mar.1999

**3M HELLAS LIMITED**

ATHENS

CREDIT ACCOUNTANT

*Main Tasks:* Account Receivables Management, Cash Flow Reporting, Monitoring Customers Payment Terms, Credit Policy Evaluation, Customer Credit Risk Evaluation

Mar.1993 – Dec.1997

**COLGATE PALMOLIVE SA.**

ATHENS

SALES ANALYST/ SALES FORECASTER

*Main Tasks:* Sales Analysis, Budgeting and Reporting, Development of quantitative models (multiple regression ) to explain and forecast demand in key brands and Product Groups, Sales Forecasting in SKU level using specialized quantitative model.

Oct.2003 – May. 2004

**HELLENIC OPEN UNIVERSITY**

ATHENS

CRITICAL REVIEWER & AUTHOR , IN :

●MANAGEMENT .

●STRATEGIC MANAGEMENT.

●HUMAN RESOURCES MANAGEMENT.

●STATISTICS

Sept 2002 – Sept.2007

**NATIONAL TECHNICAL UNIVERSITY OF**

**ATHENS, SCHOOL OF MECHANICAL**

**ENGINEERS**

INSTRUCTOR IN GRADUATE MECHANICAL

ENGINEERS AND MBA COURSE (ATHENS

MBA) . TOPICS: OPERATIONAL RESEARCH

METHODS , FORECASTING, SIMULATION

## AND STATISTICS USING EXCEL

Sept.1995 - Nov.1995

### **CENTER OF PROFESSIONAL EDUCATION MIT ATHENS**

LECTURER

- INTRODUCTION OF MARKETING
- SALES FORECASTING METHODS
- LOGISTICS PLANNING

Feb.1994 – Feb. 1994

### **DELTA DAIR SA**

ATHENS

PROJECT RESEARCH

OPTIMIZATION OF PROCUREMENT TRANSPORTATION  
AND DISTRIBUTION OF MILK USING MIXED INTEGER  
PROGRAMMING IN LINDO

June.1991 – Sept.1991

### **CABERBOARD GROUP**

SCOTLAND

PROJECT RESEARCH FOR MSc DISSERTATION

OPTIMIZATION OF BUSINESS LOGISTICS AND

TRANSPORT OPERATIONS OF CABERFREIGHT LTD

## **H/Y - SOFTWARE**

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### **Microsoft Office:**

Word, Excel, Access, PowerPoint

**OROS** (Activity Based Costing Software)

**LINDO** ( Linear and Non Linear Programming)

**SOLVER**, Excel Add in (Linear and Non Linear  
Programming)

**Decisions Tools Suite:** Risk (simulation), Best Fit ( appropriate distribution function), Top Rank (Finding Key Variables) .

## **LANGUAGES**

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- Greek (Mother Language)
- English (Excellent)

## **SEMINARS**

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- (2010) “EFQM” Validators course, EEDE, Athens
- (2007) “Dr Edward de Bono’s Six Thinking Hats Course”
- (2007) “Business Process Alignment for Strategy Implementation”  
(MCE Management Centre Europe,. Brussels)
- (2005) “Corporate Financial Strategy in Global Markets”  
(INSEAD, Fontainebleau, France)
- (2005) “Shippind Derivatives”  
(AUEB, ΑΣΣΟΕ)
- (2001) “Corporate Finance in EU”  
(Hellenic American Association)
- (2000) “Applied Managerial Accounting”

(EEDE)

- (1998) “Financial (General) Accounting”  
(ELKEPA)
- (1998) “Exchange & Interest Rate Risk Management , Forward-Futures”  
(Ecoinvest Financial Services SA)
- (1998) “Portfolio & Mutual Funds Management”  
(Ecoinvest Financial Services SA)
- (1994) “Programming, Techniques, Algorithms and Languages”  
(National Technical University of Athens)
- (1994) “Statistics using Stat-graphics & SPSS”  
(Hellenic Institute of Statistics)
- (1994) “Evaluation & Management of European Integrated Projects”  
(NUNTIUS SA)
- (1993) “Evaluation & Management of European Integrated Projects”  
(NUNTIUS SA)
- (1993) “Implications of Physical Distribution Systems in Cost-effectiveness of  
Industrial Companies”  
(University of Piraeus)

## **PUBLICATIONS**

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- 2007 "VALUE CHAIN ANALYSIS: AN ECR TOOL FOR ASSESSING BUSINESS COMPETITIVE ADVANTAGE" , INTERNATIONAL JOURNAL OF MANAGEMENT PRACTICE, VOLUME 2, NUMBER 3/2007, PP240-249
- 2006 “PERFORMANCE MEASUREMENT SYSTEMS AS FACILITATORS OF VALUE CREATION IN SMEs” THE FIFTH ANNUAL EEFS CONFERENCE, HERAKLION, CRETE, GREECE
- 2006 “BUSINESS PERFORMANCE MEASUREMENT FRAMEWORKS AND SMEs” INTERNATIONAL BULLETIN OF BUSINESS ADMINISTRATION
- 1991 “STATISTICAL STUDY OF EQUIPMENT OPERATION TIME IN AN OPEN PIT LIGNITE MINE”, BULK SOLIDS HANDLING , VOL.II, No.3,

## **RECOMMENDATIONS**

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On Request