



PAPASOTIRIOU DIMITRIS is: Managing Director in Delatolas Group of Companies, co-founder of the "beyond the BEST" business consulting company, For. President of Cyprus Logistics Association, For. Vice President of Logistics Association of Crete, For. Deputy President of Greek Health – Vehicle Emergency – First Aid Organization, strategic partner of consulting companies (270+ projects). His place of birth is Greece and has been operating worldwide for more than 9 years (EMEA). He was born in 1964. **Contact details:** tel.: 0030 – 2109610180, mob.: 0030 – 6974308683, p.e-mail: dpapasot@otenet.gr, ad: 17 Sperchiados Str, Glyfada, Athens, TK16562, GREECE, c.e-mail: eurof@beyondthebest.gr

▼ Qualifications

- ▶ Post-Graduate Diploma in Logistics Science, Piraeus Un. & NTUA GR
- ▶ Post-Graduate Diploma in Crisis Management, Aberdeen Un. UK, SCIS & IMS GR
- ▶ Post-Graduate Diploma in Strategic Management CEDS FR
- ▶ Graduate Diploma in Business Administration Piraeus Un. GR
- ▶ Professor and Scientific Advisor of Diploma in Logistics Management, in Hellenic Management Association
- ▶ Scientific project coordinator TEPAK CY, UOA GR
- ▶ Member of EEL, ILME, CLA, LAC, EASE, EEDE, EIP
- ▶ Certified ELA/ESLog – Senior Level

▼ Consultancy Experience

- ▶ Business strategy development
- ▶ Business & economic analysis
- ▶ Business environment audit & improvement
- ▶ Multiechelon inventory / spare parts management
- ▶ 3PL business services development
- ▶ Logistics software specification & selection
- ▶ DC operations & network optimization
- ▶ Integrated KPIs development & metrics systems
- ▶ Item codification issues
- ▶ Business Process Reengineering
- ▶ Work, goods & information flow mapping
- ▶ Systems Logistics & systems support - ILS
- ▶ External Project Coordinator of consulting companies

▼ Supply Chain & Logistics Experience

- ▶ Over 27 years in business & supply chain operational, strategic management and consulting
- ▶ Over 270 projects in the business & supply chain sector
- ▶ NATO/defense supply chain operations and development

▼ Retail Experience

- ▶ Supply Chain & Logistics Strategy Development
- ▶ Warehouse & Distribution audit
- ▶ WMS & Storage Systems specification development
- ▶ Inventory management
- ▶ Process development – work flow mapping
- ▶ Cost analysis systems – ABC, CTS
- ▶ 3PL selection, contract management - monitoring
- ▶ DC operation management

▼ Industry & Services Experience

- ▶ Managing Director in 3PL company
- ▶ CEO in defense industry sector
- ▶ Item Codification Director
- ▶ ILS - Systems Logistics Supportability Director
- ▶ Life Cycle Costing & Total Cost of Ownership Analyst

▼ Training Experience

- ▶ Congress Speaker
- ▶ Qualified Trainer
- ▶ Provision of over 400 training course in Business Strategy, Logistics & Supply Chain sector
- ▶ He has taught over 7500 people
- ▶ Training Course Design, Development and Execution like as: Business Strategy, Inventory Management, Warehouse Design & Operations, Distribution, 3PL services, Systems Logistics, Metrics & Performance Management, Transportation Systems & Intermodal Transportation, Codification, Order Picking, WMS Requirements Analysis, e.t.

▼ Specials areas of expertise

- ▶ Business Strategy Implementation & Project M.
- ▶ Cost Cutting / Reduction
- ▶ 3PL & Logistics Outsourcing
- ▶ Business Network Redesign (Sales & Distribution)
- ▶ Marketing & Operation Plan
- ▶ Technological Systems Supportability Plan

▼ **Some Main Carrier Topics (professional experience in numbers)**

Management	<ul style="list-style-type: none"> ▶ Projects as a project manager: 100+ ▶ Years of working experience: 27 years
People	<ul style="list-style-type: none"> ▶ People management: 230 workers (in 3PL & courier sector), as a Managing Director 450 workers (in logistics sector), as a Managing Director 650 workers (in industry sector), as a Managing Director 3500 workers (in health sector), as Deputy President
Business	<ul style="list-style-type: none"> ▶ Business plans: 50+ (including investment law & regulations)
Logistics	<ul style="list-style-type: none"> ▶ Business & Logistics projects: 260+ ▶ Contracts management: 400+
Distribution	<ul style="list-style-type: none"> ▶ Fleet management: 800 vehicles – Greek health - vehicle first aid organization 90 trucks & special vehicles with technical supporting base 95 in a 3PL company & more than 40 agencies ▶ IT telematics: evaluation & selection method, “product” development
Inventory & Warehouses	<ul style="list-style-type: none"> ▶ Warehouses: a depot with 56 separate warehouses, 1 export warehouse ▶ Warehouses in m²: 280.000 m² (above warehouse network) ▶ Inventory management: 600.000 separate items ▶ Codification items: 2.000.000 separate items ▶ Multi-echelon inv. systems : 5+ levels of hierarchy - experience in cost cutting ▶ Forecasting: advanced forecasting systems development ▶ Safety stocks: reduce safety stocks in industry sector
Systems Logistics	<ul style="list-style-type: none"> ▶ Systems Logistics projects: 60+, ILS, ILSP, LSA, LCC, Supportability Engineering Projects
IT	<ul style="list-style-type: none"> ▶ IT department: as a manager 3 times ▶ IT Requirement analysis: 12 projects
Others	<ul style="list-style-type: none"> ▶ Congress as a speaker: 40+ ▶ Issues: 4 Scientifics, 18 professional, 1 book, 6 technical handbooks ▶ Seminars as a student: 60+ training courses, 70H in Project Management (PMI) ▶ Seminars as a teacher: see training experience ▶ Innovation thinking: 1 patent owner