

agenda

10th November 2023

09:15-09:45

Welcome Session

Vassilis Adamidis – HR & Business Services Director

George Georgalas – Talent Acq. & Develop. Manager

09:45-10:00

Intro to Sales @ Nestlé

Nikos Prapas – Corporate Sales Director

10:00-11:30

Modern Retail & Out of Home Channel

George Charalampis – National Sales Manager Retail

Thodoris Mitsopoulos – Senior Key Account Manager

Katerina Vatikiotou – Area Sales Supervisor

Antonis Damianakis – Out of Home Sales Manager

Nikos Spanoudakis – Area Sales Supervisor

Marianna Kalogianni - HR Business Partner

11:30-11:50

Trade Channel Nespresso

Paris Sotiropoulos – Trade Manager

Break

11:50- 12:00

12:00-12:45

E-Commerce

Efthychia Baka – Nestlé E-Commerce Manager

Serko Yetimian – Nespresso E-Commerce Manager

12:45-13:15

Key challenges in modern Sales

Pr. Vlassis Stathakopoulos – AUER

lunch Break

13:15 14:00

14:00-15:00

Capability Building for
Sales

Patricia Vantura, Regional Program Manager

15:00-16:00

Teams; Case Study
Presentations

Panel: HR/CEO/AUEB professor/ Sales Manager

16:00-16:30

Feedback & Closure

Georgalas George, TA & Development Manager

16:30-17:00

Tour to the Head Office

Georgalas George, TA & Development Manager