

# Consultant's Profile

## Georgios Stamos

Principal Business Consultant / Solution Architect  
Global Consulting Delivery Energy and Natural Resources

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SAP Office Location	SAP Berlin, Germany
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## Profile

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The consultant is a Principal Business Consultant with over 18+ years of experience in core SAP and more than 14 years in SAP Industry Solution Oil & Gas and Mining.

He has joined permanently SAP SE in 2010.

Has been part of many SAP international projects and has proven hands on experience in many different and complex areas within Materials Management, Mining & Industry Solution of Oil & Gas.

The employee is Certified in QuantityWare Solution (complex Unit of Measure quantity conversions) in Oil & Gas Ind., and act as Single Point of contact for this Partner Solution within the Oil & Gas Hub.

He is experienced in designing and also his functional and business background includes various experiences in MM and IS-Oil implementation of SAP, combined with strong Finance knowledge.

The consultant has worked successfully in several international implementation projects so far related to core SAP logistics, Mining, Oil & Gas downstream business, Primary Energy, Mill Industry, & Chemicals.

His recent projects focus on S/4Hana on Premise and Cloud Digital transformation, specifying, designing and implementing new components within the SAP Industry Solution Oil & Gas and Mining (SCM) as well as upgrading to new releases and reviewing customer implementations.

Furthermore, the consultant has been leading several times different consulting groups with focus on End to End Mining & Oil & Gas Implementations, he has played integral roles on large, small and medium implementations projects. He is an effective problem solver and doer, offering proven business solution skills.

Georgios has solid, deep and very strong knowledge and experience due to his involvement in many different assignments internationally for major companies. Held the following position levels: Solution Architect, Trusted advisor, Subject Matter Expert, Team Lead & Business Process Senior consultant.

8+ years of experience as Team Lead, 4 years Solution Architect roles leading a range of activities from managing and delivering SAP business solutions for Mining, O&G and Chemical Industries.

Also leading and Solution Architect roles for different commercial companies globally.



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## **SAP Experience – Summary**

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Various Solution Architect roles in different industries

SAP Architecture Methodology

Mappings between SAP Architecture & SAP products

Evaluation and specification of requirements

Business Blueprint combined with SAP Best Practices

SAP international experience in projects

Functional Specifications of Design, implementation of enhancements, interfaces and complex

Business Processes

Review of custom Implementations / Development

### **Consultancy emphases:**

#### **SAP IS-Oil: Tariffs, Duties and Permits (TDP)**

Excise Duty Determination

Oil Specific Data in the Material Master

Entering Excise Duty Data in Master Records

Excise Duty Determination in the Purchasing Cycle

Excise Duty Determination in the Sales Cycle

Excise Duty Determination in Inventory Management

Excise Duty Determination in Production Orders

Revaluation of Excise Duty Inventories / Carrying out Revaluations

#### **SAP IS-Oil: Hydrocarbon Product Management (HPM)**

Oil Specific data in the Material Master

Oil Quantity Conversion

Gas Quantity Conversion

Oil and Gas Quantity Conversions in the Purchasing and Sales Cycle

IS-Oil bills of material (BOMs) in Sales Cycle

Two – Step Plant-to-Plant Transfers with Gain and Losses

Silo / Tank Management

#### **SAP IS- Oil: Trader's and Scheduler's Workbench (TSW)**

Define Locations, Transport systems, Partner roles

Three Way Pegging

Nominations

Ticketing (CIP)

Worklists

#### **SAP Materials management (MM)**

Procurement Management

Inventory Management

Invoice Verification Management

Reconciliation and month Closing Procedures



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Revaluation

Strong Finance understanding & exposed to Finance Integration.

## SAP SUITE On HANA

Expertise on Materials Management

## Professional Experience & Certifications – Summary

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### Since

**08/2010** The consultant is employed by SAP Deutschland GmbH & Co.KG in the field of Oil, Gas & Mining as a Business Process Senior Consultant providing Industry Expertise in the Oil, Gas & Mining area.

**2004-2010** Materials Management, IS-Oil & Mining Contractor

**2002-2004** Real Consulting SA, MM & IS-Oil & Mining Consultant.

**2000-2002** The consultant is employed in Unisys Greece S.A in the SAP Business Process Department, as an MM functional consultant and has been involved in many different customer projects.

## SAP Project Experience – Detail

Customer	<b>Nestle - Switzerland</b>
Industry	Nestlé is the world's leading Nutrition, Health and Wellness company Offering consumers tastier and healthier food and beverage choices. Nestlé now has operations in 196 countries around the world, employing some 333 000 people.
Project Description	Nutrition, health and wellness S4H 1610 Feasibility check, Fit-Gap analysis on complicated Logistics Business scenarios
Role	Lead Principal consultant
Responsibilities/ Deliverables	Solution handling, Solution coordinator managing and running customer workshops in order to validate the new solution proposals
Customer	<b>SAP SE</b>
Project Description	S4H 1610 Validation for SAP's major partners focused on Industry Solution of Oil and Gas released functionality.
Role	Lead Principal consultant
Responsibilities/ Deliverables	Running workshops and guiding the Partners during the validation, taking care of all the potential errors and recommendations
Customer	<b>KCA Deutag - UK &amp; Norway</b>
Industry	KCA Deutag is one of the world's leading drilling and engineering contractors working onshore and offshore with a focus on safety, quality and operational performance.
Project Description	OFS - Oil & Gas
Role	Feasibility Check and Implementation Approach
Responsibilities/ Deliverables	Solution Architect Solution Overall handling, Managing team of experts, Communication & Coordination with C-Level Management, Business and IT stakeholders



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<p>Customer</p> <p>Industry</p> <p>Project Description</p> <p>Role</p> <p>Responsibilities/ Deliverables</p>	<p><b>Targin Russia</b></p> <p>Targin is a large Russian multiproduct integrated oilfield service holding, consisting of a managing company and 6 production subsidiaries. The main areas of expertise are: drilling; well servicing and workover; engineering, manufacturing and upgrade of oilfield equipment; transportation and logistics services. According to RBC magazine rating, Targin has joined Top 500 Russian companies list, and Targin Drilling, a subsidiary company, is ranked as one of the top effective drilling contractors, according to the Ministry of Industry and Trade.</p> <p>OFS - Oil &amp; Gas</p> <p>S4HANA Implementation</p> <p>Solution Architect &amp; Trusted Advisor</p> <p>Solution Overall handling, Managing team of experts, Communication &amp; Coordination with C-Level Management, Business and IT stakeholders</p>
<p>Customer</p> <p>Industry</p> <p>Project Description</p> <p>Role</p> <p>Responsibilities/ Deliverables</p>	<p><b>ESKOM - Electricity Supply Commission (South Africa) Mining part</b></p> <p>Is the largest producer of electricity in Africa, is among the top seven utilities in the world in terms of generation capacity and among the top nine in terms of sales</p> <p>ESKOM operates 65 Complex Mining Plants</p> <p>Energy Industry</p> <p>Business Blue Print</p> <p>Solution Architect for <b>Primary Energy Division</b> – Team Lead for PED and Materials Management Expert</p> <p>Coordinating the team of experts in the areas of TSW, TD, APO, FI/CO plus the core ERP areas for 65 Mines</p> <ul style="list-style-type: none"> <li>- On-site presentations, analysis of new requirements related to Coal Exploration, Distribution and Transportation until consumption of Coal in Power Plants</li> <li>- Follow-up on open issues with development contacts, provide feedback to customers on possible solutions</li> <li>- As Is / To Be phase of replacing the existing ERP Set up</li> <li>- Re-engineering to meet customer requirements based on the new SAP functionality and positioning new solutions like FSCM- Fuel Supply Change Management and TM- Transportation Management, in order to meet customer demands.</li> </ul>
<p>Customer</p> <p>Industry</p> <p>Project Description</p> <p>Role</p> <p>Responsibilities</p> <p>Deliverables</p>	<p><b>Silver and Baryte Ores Mining CO. S.A.</b></p> <p>S&amp;B operates 48 mines, plants and distribution centers in 15 countries in Europe, Asia and North America, and its products are distributed in a wide range of industries all over the world. S&amp;B is the largest bentonite and perlite producer in Europe and the largest graded perlite supplier internationally</p> <p>Mining industry</p> <p>Specification, design and implementation of the MM module with the Mining industry.</p> <p>Senior MM functional Consultant</p> <p>SAP R/3 Implementation and Logistics Team Lead.</p> <p>Implementation of Purchasing, Inventory Management, Invoice Verification.</p> <p>Data migration process, to work out specifications for extensive use of The Workbench Repository Objects, LSMW, Training for the Key Users.</p>



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Customer	<b>De Beers, Mining Diamond industry</b>
Industry	Mining
Project Description	Solution Proposal for a new ERP
Role	Solution Architect
Responsibilities/ Deliverables	Mapping all business related requirements by using the latest and state of the art SAP solutions. Full RFP proposal
Customer	<b>MSA – Mine Safety Appliances – Germany, France, USA</b>
Industry	Process Manufacturing Industry
Project Description	Global Roll Out and Re-Engineering
Role	Subject Matter Expert, Trusted Advisor
Responsibilities/ Deliverables	Toll Manufacturing, Global MDM approach and handling, Best Practices
Customer	<b>Shell UK</b>
Industry	Oil & Gas
Project Description	Prelude Project QuantityWare Installation and Implementation
Role	Solution Architect. Solution Advisor
Responsibilities/	Implement and ensure the correctness of the software by capturing all the related business requirements
Deliverables	Deliver 1 <sup>st</sup> Global LNG implementation regarding QuantityWare conversions
Customer	<b>Hellenic Petroleum - Greece</b>
Industry	Oil & Gas
Project Description	Quality Assurance and QuantityWare Implementation
Role	Solution Architect - Trusted Solution Advisor
Responsibilities/	Quality Assurance service for the Silo Management Implementation
Deliverables	QuantityWare Implementation for Bulk Products
Customer	<b>Smithfield Food - US</b>
Industry	Protein Industry
Project Description	Value Prototyping & Envision Workshops
Role	Solution Expert
Responsibilities/Deliverables	Smithfield requested to leverage SAP innovation technologies and methods to transform and optimize business processes, create business value, and enable future growth and increase competitive advantage.
Customer	<b>Pluspetrol S.A - Argentina</b>
Industry	Oil & Gas industry
Project Description	QuantityWare Solution Implementation
Role	QuantityWare Solution Expert



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Responsibilities/Deliverables      QuantityWare and IS-OIL functional expertise during the installation and implementation of the new Quantity Conversion solution for Oil& Gas

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**Customer**      **SAP AG - POC for Suite on HANA**

Industry      SAP HANA Analytics for ERP

Project Description      MM on HANA

Role      Materials Management Expert

Responsibilities/Deliverables      Customer PoC for Suite on HANA, including testing of applications/DB-operating and analysis of customer specific application pain points (incl. elaboration of mitigations via HANA together with DEV experts)

- 1) Active testing of customer scope
- 2) Active testing of internal scope (to complete scenario / process coverage)
- 3) On-site support during customer visits and on-site testing / or at customer location during Regression(Customer Data on classical DB) and HANA based testing
- 4) Follow-up on open issues with development contacts, provide feedback to customers on possible solutions

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**Customer**      **BP International Limited - Active Global Support Service**

Industry      Oil & Gas industry

Project Description      Technical feasibility Check as part of AGS service

Role      IS-Oil & Materials Management Expert with strong Finance knowledge

Responsibilities/Deliverables      IS-OIL & MM Expert consultant as part of AGS team to deliver a Feasibility Check.  
Implementation: Assess the technical feasibility with focus on initial sizing, business data volume, integration and consistency requirements, and performance.

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**Customer**      **ENI S.p.A, Italy**

Industry      Oil & Gas industry

Project Description      QuantityWare Solution Implementation

Role      QuantityWare Solution Expert

Responsibilities/Deliverables      QuantityWare and IS-OIL functional expertise during the installation and implementation of the new Quantity Conversion solution for Oil& Gas

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**Customer**      **RWE, Germany**

Industry      Utilities

Project Description      Quantity Conversion Interface. Custom Development & Implementation

Role      Materials Management & Quantity Conversion Interface Expert

Responsibilities/Deliverables      IS-Oil QCI development to meet customer needs in Procurement and Inventory Management.

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**Customer**      **Petróleo Brasileiro S.A.- Petrobras**

Industry      Oil & Gas industry

Project Description      Technical feasibility Check as part of AGS service

Role      IS-Oil & Materials Management Expert

Responsibilities/Deliverables      IS-OIL & MM Expert consultant as part of AGS team to deliver a Feasibility Check.  
Implementation: Assess the technical feasibility with focus on initial sizing, business data volume, integration and consistency requirements, and performance.  
Upgrade: Assess the technical feasibility with focus on compatibility, business continuity, performance & consistency.



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Customer	<b>Petroperu S.A – Lima, Peru</b>
Industry	Oil & Gas industry
Project Description	Technical feasibility Check as part of AGS service
Role	IS-Oil & Materials Management Expert
Responsibilities/Deliverables	IS-OIL & MM Expert consultant as part of AGS team to deliver a Feasibility Check. Implementation: Assess the technical feasibility with focus on initial sizing, business data volume, integration and consistency requirements, and performance. Upgrade: Assess the technical feasibility with focus on compatibility, business continuity, performance & consistency.
Customer	<b>K + S Germany</b>
Industry	Mining Industry
Project Description	MM / data inconsistencies after DB crash
Role	MM Lead expert
Responsibilities/Deliverables	Provide Expertise on how to recover the latest data and resolve the inconsistencies due to database crash.
Customer	<b>Valero, US – San Antonio Texas</b>
Industry	Oil & Gas industry
Project Description	Solution Architect of the new solution and Implementation of TDP - Tariffs, Duties and Permits for Valero's new Refineries in UK and Ireland.
Role	TDP Solution Architect and TDP Lead of this Implementation
Responsibilities/Deliverables	Review current Business Scenarios, design on the best way the new functionality and Implement TDP Module to meet continent (US) and country (UK) legal regulations successfully. Successful Go Live in a tight time frame of 3 months
Customer	<b>NLNG Nigeria – Lagos &amp; Bonny Island Nigeria</b>
Industry	Oil & Gas industry
Project Description	Logistics Implementation for NLNG
Role	Solution Architect of MM-Materials Management new Implementation. MM Lead
Responsibilities/Deliverables	Material Management Solution Architect As Is / To Be phase of replacing the existing Legal systems to meet customer demands and preparing the company to move effectively to SAP Integrated Solution. SAP Best Practices methodology & Solution Roadmap.
Customer	<b>Odfjell Rotterdam</b>
Industry	Oil & Gas industry
Project Description	Logistics Implementation
Role	Solution Architect of MM-Materials Management. MM Lead & Senior MM functional Consultant.
Responsibilities/Deliverables	Material Management Solution Architect CMMS project. Blueprint Phase, Realization Phase, Final Preparation, Go-Live
Customer	<b>Shell UK – Manchester</b>
Industry	Oil & Gas industry
Project Description	GSAP - GANG Project
Role	Senior Functional Consultant – Test Lead for UK
Responsibilities/Deliverables	Senior MM, HPM, TSW, TDP functional consultant



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GANG project for UK main Shell Refinery

Customer	<b>Deutsche Shell GmbH – Hamburg DE</b>
Industry	Oil & Gas industry
Project Description	GSAP – GANG Project
Role	Senior functional consultant
Responsibilities/Deliverables	Senior MM, HPM, TSW, TDP functional consultant Review and design of Master Data related to BOM's. Review and change many interfaces related to GSAP for the above IS-Oil modules.

Customer	<b>OMV AG, Austria</b>
Industry	Oil & Gas industry
Project Description	IRIS IV Project - Roll out for Czech Republic, Hungary & Slovakia
Role	Senior MM & IS-Oil Expert Consultant
Responsibilities/Deliverables	Senior MM & IS-Oil Expert Consultant Specifications, design and implementation of new specific TDP solutions

Customer	<b>Petrom SRL – Romania (OMV Group)</b>
Industry	Oil & Gas industry
Project Description	R/3 Project: Release 4.7 with OGSD functionality
Role	Senior MM IS-Oil Team Lead, Consultant
Responsibilities/Deliverables	Team Lead / Senior MM & IS-Oil (HPM, TDP) functional Consultant. End to End Oil & Gas Project including specification and design of solutions to map current business processes (including existing custom development and modifications) to new available functions/features

Customer	<b>Avin Oil, Greece</b>
Industry	Oil & Gas industry
Project Description	New requirements regarding existing implementation
Role	Senior MM & IS-Oil (HPM, TDP) functional Consultant.
Responsibilities/Deliverables	Analysis of current business processes and proposing more suitable business solutions for existing processes.

Customer	<b>STATOIL ASA- Warsaw, Poland</b>
Industry	Oil & Gas industry
Project Description	Baltic Project (StatOil Latvia – StatOil Lithuania)
Role	Senior MM, IS-Oil functional consultant, Team Lead for Baltic Project
Responsibilities/Deliverables	Specification, design and implementation of MM, HPM & TDP. Customer specific enhancements to HPM and Lubricants within the Oil & Gas industry solution. Review of custom implementation

Customer	<b>STATOIL ASA- Stavanger, Norway</b>
Industry	Oil & Gas industry
Project Description	Baltic Project for StatOil Latvia & StatOil Lithuania
Role	Senior MM, IS-Oil functional Consultant
Responsibilities/Deliverables	Lead and Support the entire implementation and development of the MM, HPM, TDP within the StatOil group: Presentation of new solutions Education and customer training, users and individual personnel Problem confrontation of new solutions Appreciation of new implementations - functionality Appreciation, acceptance or rejection of new enterprising scripts Changes in existing scripts of company,





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Company Re-engineering, with better and more effective solutions in order to achieve the best business reliability.  
LSMW functionality for uploading master data.

Customer	<b>Hafco Oil, Athens, Greece (Subsidiary of Texaco)</b>
Industry	Oil & Gas industry
Project Description	New R/3 Oil & Gas Implementation Project
Role	Senior MM & IS-Oil Team Lead & Functional Consultant
Responsibilities/Deliverables	As is description, To be analysis of business IS-OIL downstream Scenarios, customizing and testing purchasing, inventory management with negative stock functionality and invoice verification. Customizing and upload of master data using LSMW functionality. Hydrocarbon Product Management, Tariffs, Duties and Permits As MM & IS-OIL implementation team leader I was also responsible for the approval of the proposed by the consultant's technical solutions in order to achieve the best business practices. Presentation of new solutions Education and customer training, users and individual personnel Problem confrontation of new solutions Appreciation of new implementations - functionality Appreciation, acceptance or rejection of new enterprising scripts

Customer	<b>Avin Oil, Athens, Greece (Subsidiary of ARAMCO)</b>
Industry	Oil & Gas industry
Project Description	Upgrade IS-OIL Project
Role	Senior MM & IS-Oil Team Lead & Functional Consultant
Responsibilities/Deliverables	As a leader module consultant, I was the main responsible, for Evaluation Tariffs Duties & Permits (TDP) of implemented scenarios and re-engineering to meet customer requirements based on the new functionality the upgraded system offers. Hydrocarbon Product Management (HPM) Materials Management

Customer	<b>Siemens EooD, Sofia, Bulgaria</b>
Industry	Siemens AG is a global powerhouse in electronics and electrical engineering, operating in the industry, energy and healthcare sectors
Project Description	Roll Out SAP R/3 Implementation Project
Role	Senior MM Functional Consultant
Responsibilities/Deliverables	MM Team Lead Operate as a MM consultant team leader, to resolve business problems, to analyze and document business requirements, to configure/customize the system, to implement data migration process using LSMW functionality, to perform key-user and end-user training. Full Materials Management implementation.

Customer	<b>Klonatex Group, Athens, Greece</b>
Industry	Textile industry
Project Description	SAP R/3 Implementation
Role	Senior MM functional Consultant
Responsibilities/Deliverables	Senior MM Functional consultant



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Operate as a MM team leader consultant to resolve business problems, to analyze and document business requirements, to detail configure/customize MM module using SAP Module Best Practice knowledge, to implement data migration process, to work out specifications for extensive use of the Workbench Repository Objects, LSMW etc, to create advanced queries and to design specifications and develop projects enhancements for specific customer requirements. Very good knowledge of classification, variant configuration, batch management.

Customer	<b>B.A.T British American Tobacco</b>
Industry	Tobacco Industry
Project Description	Working on new functionality for B.A.T
Role	Senior MM functional Consultant
Responsibilities/Deliverables	Implementation from end to end of MM module. Analysis of business scenarios, customization and training to key users.

Customer	<b>Viohalco Group</b>
Industry	Metal Industry Is the largest Greek metals processing group for Cooper, Steel, Aluminium & Cables
Project Description	SAP Implementation based on core SAP functionality and not on IS of Metal & Mining
Role	Team Lead & Materials Management Expert
Responsibilities/Deliverables	MM Master Data, MM-Purchasing, MM-Inventory, Stock Valuation, Batch Management Determination, MM/FI integration, Invoicing, Stock reporting

Customer	<b>Diamant Winter Hellas, 2004 Metal industry</b>
Industry	Metal Industry
Project Description	Specification, design and implementation of new requirements
Role	Senior MM Consultant
Responsibilities/Deliverables	Operate as MM consultant responsible for Implementation and Support MM Team on the following areas: Purchasing, Inventory Management, Invoice Verification. Analysis, customization and support of new business scenarios.

Customer	<b>Unisystems LTD, 2000-2002</b>
Industry	Commercial company
Project Description	SAP R/3 implementation project
Role	SAP MM Consultant
Responsibilities/Deliverables	Operate as a MM team Leader functional consultant to resolve business problems, to analyze and document business requirements, to detail customize MM module.

## Professional Experience & Certification – Detail

SAP Hellas Training	LO210 Production Planning LO525 Consumption Based Planning And Forecasting LO215 Production Orders LO230 Capacity Planning LO020 Processes in Procurement LO510 Inventory Management LO515 Invoice Verification LO550 Cross – Functional Customizing in MM
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LO520 Optimizing the Purchasing Process  
LO511 Physical Inventory  
MM Hellenization – Posting Rules, Reporting and Tools  
LSMW Legacy Migration Workbench

SAP AG Training  
TIOG10 – Oil & Gas Business Processes and Organization  
IOG150 – Oil & Gas industry Supply Chain  
IOG340 – Trading & Scheduling With SAP for the Oil & Gas Industry

SAP SE Training  
QuantityWare GmbH Training  
ENR EMEA Solution Architect curriculum  
**Bulk Calculations Petroleum – BCP 10B**  
**Bulk Calculations Gas – BCG 10B**

Certifications  
QuantityWare Certified - **BCP 3.0 Bulk Calculations Petroleum – QuantityWare GmbH**

QuantityWare Certified - **BCP 10B Bulk Calculations Petroleum – QuantityWare GmbH**  
QuantityWare Certified - **BCG 10B Bulk Calculations Gas – QuantityWare GmbH**

## General Information

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Degrees  
Msc in Medical Electronics & Physics  
MSc in Electronics and Automation Engineering  
B.Sc. in Electronics and Automation Engineering

Citizenship  
Residency  
Greece  
Germany

Languages  
English (fluent)  
Bulgarian (fluent)  
Greek (native speaker)  
German (Basic)

The general data protection instructions of SAP pertaining to the maintenance of the consultant profiles have validity.  
The client obligates himself/itself to treating this information with confidentiality and to only using it for the intended purpose.