

Neophytos ARISTODEMOU (Mr.)

Date of Birth: 19 July 1978

Nationality: Cypriot

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Work Experience:

08/2013 - Today

FairWorks GP - Partner and Managing Director

FairWorks is a consulting company aiming to support SME who have limited resources by offering professional financial services in the areas of:

- Business Process Management,
- Financial Management,
- Bank Loan Management,
- Credit Risk Management,
- Investment Evaluation,
- Marketing and corporate branding services.

2014-2016

BP Petrochemicals (External Consultant)

06/2014 – 06/2016

Manufacturing FP&A- Geel Plant

- Financial management, including financial reporting, inventory management, consignment and intercompany invoicing. All activities were performed on SAP PRC and SAP BW.
- Lead the annual budget and quarterly budget update process on production volumes, fixed and variable costs. Annual level of revenue of more than € 750 m p.a.
- Designed the management reporting.
- Redesigned, automated and documented financial and KPI processes.

01/2014 – 09-2015

Credit Analyst - Global Credit team

- Credit limit approval authority of \$ 2.5 m per customer.
- Responsible for the credit management of the customer portfolio; revenue higher than \$ 12 bn p.a.
- Management of customers on secured terms and the communication with banks.
- Designed a portfolio view of the customer base with specific KPI ensuring accurate risk measurement.
- Project leader ELCY (electronic handling of security instruments).
- Project leader in SAP exposure management.

2006 – 2012

Hewlett-Packard Hellas

05/2010 – 10/2012

HP Distribution Manager, Personal Systems Group (PSG) - Greece and Cyprus

- Sales role with heavy involvement in financial activities like short-medium-long term sales and planning.
- Key Account management including overall strategy discussion as well as financial targets negotiation with customers' senior management planning and execution, order, shipment, sell-out both at product and route-to-market levels.
- Developed internal automated management report package improving efficiency and profitability significantly. It was used in internal and external customer senior management quarterly business reviews.

01/2009 – 04/2010

HP Financial Manager, Imaging and Printing Group (IPG) and Enterprise Services (ES) - Greece and Africa

- Leading FP&A (revenue in Greece of \$ 130+ million p.a. and Africa \$ 500+ m p.a.).
- Provide senior leadership with appropriate and accurate management reporting to support decision making.
- Successfully developed, automated and regularly disseminated management reports.
- Member of testing team for change of WW accounting package from EDW to FDW

2/2006 – 12/2008

HP Senior Credit Analyst Greece, RSA and Africa

- Approval authority of up to \$ 10 million per customer. Average annual turnover exceeded \$ 2 billion.
- Indirectly managing a collection team of eight professionals (Greece, Romania, Morocco, RSA).
- Participation in credit automation projects (Front Office Strategy on credit line matrices at WW level/ automation in order process management).
- Optimised processes and customer reporting, resulting in significantly improved customer relations, business volumes and collection times.

09/2002 – 02/2006

Bank of Cyprus Leasing, Greece - Senior Credit Analyst

Second to manager in the building leasing team. Contact point with B' Class Signature, fully responsible for portfolio exceeding € 230 million.

Studies:

2002 – 2005

University of Manchester, UK

BSc (Hons) in Financial Services (Banking) – Professional long distance degree

2001 – 2002

ICMA Centre, University of Reading, UK

MSc in International Securities, Investments and Banking

1998 – 2001

University of Hull, UK

BSc (Hons) Accounting / Scholarship 50%

Further training / seminars:

10/2014	SAP Training (Production Modules & Business Warehouse use)
12/2013	Coursera & Wharton University - Pennsylvania, "An introduction to Operations Management"
10/2013	Randstad, "High Performance Finance Team" and "Impact of changing strategy to a finance department"
06/2013	Vlerick University- Brussels, "Defining your path to success" and "Negotiating Power"
05/2012	Executive Focused Selling for Distribution Channel (focus on Finance Communication)
2006-2016	Business Conduct / Ethics training (annual refresher training)
03/2011	BayGroup Situational Sales Negotiation
03/2008	People Management skills
02/2006-12/2009	Hewlett Packard internal seminars on "Portfolio Analysis and Management", "Negotiation Skills", "Presentation Skills", "International Business", "Moody's Rating Techniques"
02/2005	Greek Banking Association seminars on "Experienced Sales-Personnel Skills"

Other:

IT Skills:

- Excellent use of MS Office
- Experienced user of ERP Systems (SAP PRC, SAP BW, EDW, FDWe)
- Excellent user of Credit control software (VCP, VCI, Moody's Credit Edge and Risk Calc)

Languages:

- Greek: Native
- English: Full professional proficiency
- Spanish / German / French: Conversational