

Christos Papachristos

Personal Target

Technical Sales and Marketing, New Business and Product Development in a High Technology Environment

Professional Experience and Achievements

Sep. 2007 - Hellas Sat S.A. (OTE Group) Marousi, Athens

Head of Research and Development

- Researching new applications and services for development.
- Proposal preparation for subsidization of new programmes.
- Assisting the commercial and marketing functions of the company by developing services at the customer's request.
- Project management of research and development programmes either contracted or in-house.

Jan. 2005 – Sep. 2007 Hellas Sat S.A. (OTE Group) Marousi, Athens

Director of Broadband Services Business Unit

- Initiated the whole commercial effort and created a successful Business Plan for Providing Broadband end-to-end services through the Hellas Sat 2 Satellite.
- 50% Subsidization (Total of 1.7M€) of the new investment infrastructure through European Space Agency ARTES 3 Programmes.
- Built the New Business Technical and Commercial Service in Greece and Cyprus.
- Full Commercial Operation of the new services portfolio since January 2006.
- Directing the Broadband Services Business Unit – Technical and Commercial Departments of 15 people in direct and 5 indirect reporting.
- Reporting to the CEO holds full P&L responsibility of Broadband Services Business Unit
- Member of the Directors' Board of the company
- Exceeded targets in the first year of operation thereby creating a net income of 800 K€ and a strong business name for the company in the local market.
- Management of Funded Programmes with the EU (Rural Wings – FP6 and DIAS) and the European Space Agency (ARTES 3 – HOST and ARTES 1 Broadband in Balkans)

Jan. 2003 - Jan. 2005 Hellas Sat S.A. (OTE Group) Marousi, Athens

Communication Systems and Earth Stations Manager

- Built the Team and the activities based on International Standards.
 - Direct supervision of 3 engineers and 1 technician.
 - Design of VSAT Networks, the issue of uplink specifications, the spectrum management and the correct implementation of customer contracts.
 - Directing the team in charge of the Satellite Communications Payload management and the respective carriers.
 - Network Operation Center (NOC) is part of the Group
 - Presales activity for all commercial proposals.
 - In charge for R&D Activities through European Union and ESA
 - Engage in technical negotiations with customers regarding all kinds of Telecomms and IT Network Requests, Multimedia services to be provided as part of Capacity contracts.
 - Liaison with OTE-owned Digital Satellite Platform (DVB-S) for the Transmission of Video and Audio Content and IP services through Hellas Sat 2 and Hotbird Satellites.
 - Technical and Commercial Proposal Assessment for the Provision of DVB-RCS Multimedia Platform and related Procurements by Hellas Sat S.A.
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Oct. 2002 – Jan. 2003 EETT – Hellenic Telecommunications and Post Commission (Governmental Agency) Marousi, Athens

Senior Engineer

- Radio Spectrum Management.
 - Licensing and Management of Regulatory aspects for Satellite Communications
 - Mobile, Satellite and Radio Network Licensing.
 - Preparation of the Regulatory Authority for the Athens 2004 Olympic Games.
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Sep. 1999- Oct. 2002 Intracom S.A. Paiania, Athens

Defence Programmes - Project Engineer / Manager

- Administration/management of communication systems projects that fall within the military/aerospace market.
 - Project Management that included the coordination of the departments involved and the customer by ensuring the smooth flow of the procurement, production, quality control, technical/engineering department and the delivery of the end items in the prescribed time frame.
 - Responsible for New Product Development (NPD) function, feasibility studies and concept reports in the defense/aerospace market. Business Development Research.
 - Liaised with customer representatives, attended Telecommunication design reviews and meetings, produced regular reports to senior management.
 - Finalized deliveries of the PATRIOT Programme in close cooperation with Raytheon Systems Company.
 - Delivered, in collaboration with Raytheon Systems Company, all the Factory and On-Site Acceptance Tests for the Patriot Programme Deliverables.
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Education

1996-2001 Ph.D. (Doctorate) Subject: Microwave and Optical Communications Department of Electrical and Computer Engineering, Division of Information Transmission Systems and Materials Technology, NTUA (National Technical University of Athens) Zografou, Athens

1996- 1997 MBA with DISTINCTION (Master of Business Administration with Distinction) – specialized in Finance University of Wales College of Cardiff, Cardiff Business School, Cardiff, Wales, UK Cardiff, Wales

1993- 1994 M.Sc. in Satellite Communication Engineering University of Surrey, Department of Electronic & Electrical Engineering, Centre for Satellite Communication Research, Guildford, Surrey, UK. Guildford, U.K.

1990- 1993 B.Eng. in Aerospace Systems Engineering – course provided a thorough background in electrical/electronic systems with emphasis in avionics and intelligent information/communication systems. University of Southampton, Department of Aeronautics & Astronautics, Faculty of Engineering and Applied Science, Southampton, UK. Southampton, U.K.

DIKATSA: Electrical and Computer Engineer - EMP

Other

Languages: English (Fluent – UK Resident for 5 years), French (V. Good – C2), Greek (Native Speaker)

Professional Training: Cisco Certified Network Associate (CCNA) Training, Cable TV, Satellite TV and IP Services (ESA), DVB-RCS Broadband Networks (ESA, EMS Technologies), IP Networks (ESA), Managing Large Scale Projects (Eurocomm S.A.).