



Curriculum Vitae

NAME

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DATE OF BIRTH

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PROFESSIONAL EXPERIENCE

Since 03/2016	Chief Financial Officer & BoD Vice Chairman Siemens Healthcare ABEE renamed 06/2024 to Siemens Healthineers Hellas AE
10/2009 – 09/2016	BoD member - responsible for Medical Equipments Recycling Appliances AE & Recycling Appliances Holding AE
06/2011 – 02/2016	Chief Financial Officer & Vice Chairman of the BoD Siemens Diagnostics ABEE Country Sector Controller Siemens AE [HIM&CP] & Siemens Diagnostics ABEE [SHD] Athens Greece
01/2009 - 04/2009	acting Country Division <u>Lead</u> [CDL] Siemens AE – Healthcare [HIM&CP that time]
10/2008 – 05/2011	Country Division Controller [CDC] Siemens AE – Healthcare [HIM&CP that time]
01/2009 - 05/2009	BoD member Siemens Medical Solutions Diagnostics
11/1999 - 09/2008	Business Administration Manager of Sales Reporting / Controlling Siemens AE - MED
10/1997 - 11/1999	Business Administration Manager of Customer Service Siemens AE - ICN Technical Services of Telecommunications

06/1995 - 10/1997	Business Administration supervisor Siemens AE - ICN DI&P Telecommunication Software Development Center
10/1994 - 06/1995	Business Administration Siemens AE - ICN EN (old PN) sales department of Private Networks [Hicom] & semiconductors, integrated circuits, security systems of airports, prisons, etc. [PR, EC, HL, Heimann]
06 - 11/1990	Sales of IT Solutions (HW & SW) Micro Force Ltd. – Software Center and Solution provider Athens - Greece

PROFESSIONAL MEMBERSHIPS

2021 - today	Siemens Healthineers Hellas AE representative in the Healthcare Committee at the German-Greek Chamber of Commerce, responsible for MedTech companies
2010 - 2017	Member of 'Upper Mgmt of Credit Risk Association' of Greek Companies
10/2009 – 09/2016	BoD member - responsible for Medical Equipments Recycling Appliances AE & Recycling Appliances Holding AE

EDUCATION / PROFESSIONAL QUALIFICATION

2016 – 2018	Master of International Business Administration – ESDES Business School at Catholic University of Lyon 16 modules (grade 8,7) Thesis: 'Good practices manual to reshape a company through productivity measures' (grade 10)
07/2012 - 01/2013	PBM1 [People and Business Mgmt learning program 1] Siemens AG
01/2008 - 10/2008	European Cockpit Program 2008 [for top talents within Healthcare] Siemens AG
03/2001 - 12/2001	Management Program (S4) ALBA Leadership, successful Negotiations Techniques, Project Mgmt, Marketing, Finance Fundamentals, Communication, Presentation – Techniques
09/1992 - 09/1994	Industrial Business Administration [Industriekaufmannslehre] faculty of SIEMENS AG in Duesseldorf – Germany
09/1998 - 09/1990	Computer studies (Analysis, Programming) Kontoravdi Professional Orientation School in Athens – Greece

LANGUAGES

German: second mother tongue
English: fluent
Greek: mother tongue

LIST OF MAIN ACHIEVEMENTS

Being equipped with wide knowledge and experience in different businesses of Siemens and different departments, managed projects abroad and having successfully implemented 4 SAP's during these years, the candidate built up strong competencies, skills and capabilities to manage difficult situations and challenging projects, always result driven. Equipped with communication skills he is strong in relationships internally and externally with customers and suppliers.

Managed as CFO to survive the companies and organizations during the Greek economy recession despite all difficulties, supported effectively the huge business growth from 2016 till today (double digit growth yearly, CAGR of 7,4%) being the trusted partner of Country CEO, introducing innovations, hiring talents and developing the Finance organization. Built-up in-house resources and became fully independent from Regional Company Siemens AE, being one of global leaders in this perspective. Always respecting books and records, identifying productivity measures and safe company Assets.

FY2025:

- Managed teams which Introduced new Power BI dashboards, reports and lean processes to increase efficiency, data transparency and awareness to support business decisions (CCMT for cash activities, Bridge for Projects executions, Adobe sign for approvals and digital signatures)

FY2024:

- New SAP ERP (P58) successfully implemented in Greece being the first country in the SEU Zone able to issue 6k invoices within first 3 months, while other countries needed 1,5 years to reach similar levels.

FY2023:

- Save OPEX by moving to a sustainable building, serving better the colleagues' needs and improve further the life quality in the office, reducing the rent space cost on 10 years perspective through negotiations. Saved a lot through reusage of investments from the old building moving to the new by adjusting it, managed to sell part of it to the prior LL and pass over part of the new investment to the new LL.
- Collaboration with 1 Greek system bank to provide financing solutions to private customers in order to foster further business and avoid on-balance financing

FY2022:

- one important step to become more independent by hiring highly appreciated professionals like the local accounting and tax head and IT business analyst

FY2020-22: manage highly effective the business in COVID time, being able to operate completely from 1st day through new way of working (from distance)

FY2021:

- 1st company car tender realizing savings
- Implementation of ONE organization Offer to Order team covering different business across the organization and introducing new Offer & BidNoBid approval process

FY2020:

- move to new 3PL as outcome of a transparent tender process of 5 3PL providers in the Greek market through which we achieved: efficiency increase at lower cost, higher professionalism, upgraded logistics activities and clean up WH and FA register
- Managed to enlarge the Finance organization to serve business increase (PM, IVV CA, CS CA, SCM and Offer to Order
- Overachieving challenging productivity target

FY2019 :

- Compliance in Procurement Audit passed successfully with few minor improvement proposals.
- SHS main offices relocated successfully and in time to new premises realizing savings in OPEX, while employee enthusiasm, space, size and flexibility had been increased. Contractor and Facility mgmt tenders realized, choosing the best offers.

FY2018: Supported effectively Banca FarmaFactoring to enter the Greek market and introduced factoring in public sector. First transaction performed at low cost and at non recourse basis.

FY2016:

- 'Nantucket' Project Manager integrating Imaging to lab business legal entity through selected Asset deal concept for tax purposes
- Implement the 1st ONE Healthcare across signature authorization guideline valid for Siemens Healthcare ABEE
- New Management Objective Regulation 'Order to Cash' at Siemens Healthcare ABEE implemented

FY2011-16:

Control, coordinate and consolidate all public AR (80mio) to be waived in the frame of the Settlement project of the Siemens 'issue' with Hellenic Republic signed with Siemens AG BoD Munich.

FY2014:

Analyze, adjust and implement the 1st daily cash CRM tool [from QUALCO], which combines two different SAP ERP environments (Spiridon and SAP P24) into one view, to monitor and control the Account Receivables, Overdues, payment settlements, disputes, perform reconciliations and create dunning letters.

FY2013:

- Stabilize and restart the investments in product business of HIM&CP. Successes seen and

further expected in FY13, after 2y strong focus in participating public tenders with European financing, whereas in the same time the private sector had been impacted strongly by the Greek economy recession.

- Introduced legal settlements with private customers to settle debt and get high securities to protect the company assets. Innovation in the MedTech market.

FY2012:

- successful restructuring [Healthcare personnel reduction by 30%] realizing strong savings w/o facing negative effects in the psychology of the organization
- Implement an new signature authorization guideline valid for Siemens AE & Siemens Diagnostics ABEE
- Implement the first ONE-Healthcare BA/Finance organization in South West Europe countries

FY2009:

- Siemens internal Project Manager for the Bayer Diagnostics Integration in SMSD in Greece, cooperating with Bayer project manager. The project had been successfully completed, Spiridon [ERP system] modules of MM, SD, CO & FI had been implemented [pilot project] within only 4 months, went live at 03.04.2009, and became prototype for further implementations globally.
- Decision maker and driver for the relocation from external to main building, supported by and cooperated with Real Estate in order:
 - to save costs in the frame of SG&A for the whole company and
 - to encourage the HC staff, after the bad internal mood based on the fact that the prior HC CEO left the company suddenly without successor

FY2008:

- Responsible for the business philosophy of SIEMENS top+ (productivity increase program) at ICN
- OSIRIS application implementation and go live at 14.11.2008 for Imaging equipment Asset handling, controlling and follow up in cooperation with HQs and factories

FY2007:

first sale of Account Receivables transaction performed at SAE

FY2005-07:

ERP (SAP & later Spiridon) key user for analysis and implementation at MED

FY2006:

Team member of MBR/MTA PB1 tool [HC global tool for planning and quarterly forecasting] for tool improvements [3 high appreciated proposals had been accepted and implemented]

FY1999:

Business Administration Manager of ICN turn key projects abroad (Pilot projects: Lithuania, Armenia) and representative of SIEMENS TELE INDUSTRY AE production facility in Salonika for the above mentioned projects

*Dionysios Papadopoulos
May 2025*