

GIANNIS TZIAKIS

COO | Operations & Export Strategy – FMCG & Food Production

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EDUCATION

B.Sc. in Economics
University of Crete, Rethymno
(2002–2007)

CERTIFICATIONS & TRAINING

- Exposure to Quality Systems: ISO 22000, IFS Food, BRC (operations leadership & audit preparation)
- Negotiation Skills Programme — Huthwaite International (2012)
- Entrepreneurship Program — University of Crete (2006)
- International Conference on Macroeconomics Analysis & International Finance — University of Crete (2006)

RECOGNITION

Food Exports Managers 50
(2024)
Recognized for impact on Greek
F&B exports.

SKILLS & TOOLS

- Operations Excellence: S&OP basics, line balancing, standard work, visual management, CAPA
- Quality & Food Safety: ISO 22000, IFS Food, BRC workflows; HACCP/CCP, traceability

EXECUTIVE PROFILE

Operations & export-focused executive with over a decade of leadership experience in food production and packaged FMCG. Proven ability to transform complex operations into scalable, data-driven systems while driving international growth through process discipline, quality compliance, and cross-functional alignment. Known for redesigning processes, synchronizing production–warehouse–logistics, and developing teams to scale reliably. Committed to building reliable systems, empowering people, and sustaining measurable growth.

SIGNATURE ACHIEVEMENTS

- +50% productivity uplift at Savoudakis S.A. by re-engineering production flow, shift planning, and workload balancing.
- Audit readiness & compliance: drove successful external audits (ISO 22000, IFS Food; prior exposure to BRC) and embedded daily routines for hygiene, traceability, and CCP monitoring.
- Logistics reliability: streamlined warehouse procedures and dispatch planning, improving inventory accuracy and delivery consistency.
- Exports build-out: coordinated documentation, customs, and CFIA (Canada) requirements; strengthened international sales operations for Europe and North America.

PROFESSIONAL EXPERIENCE

Savoudakis S.A. — Chief Operating Officer

Jul 2024 – Sep 2025 | Heraklion, Crete

- Led Production, Warehouse, Logistics; synchronized weekly planning (demand → capacity → materials) to reduce bottlenecks.
- Delivered ~50% productivity increase via line balancing, changeover standardization, and visual controls.
- Reinforced QA routines (GMP, sanitation, traceability) and maintained ISO 22000 / IFS Food compliance; prepared teams for external audits.
- Improved inventory accuracy and dispatch reliability by tightening pick/pack standards and cycle counts.

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- Exports & Compliance: Contracts, documentation, customs, CFIA (Canada)
- Supply Chain & Logistics: Inventory control, OTIF mindset, vendor management
- Systems: ERP/MRP (general), Excel (advanced), documentation control
- Leadership: Team development, change management, stakeholder alignment
- Languages: Greek (Native), English (C2)

Cretan Mill S.A. — Chief Operating Officer

Oct 2022 – Dec 2023 | Heraklion, Crete

- Oversaw Operations, Production, Logistics, and Quality.
- Maintained ISO 22000, IFS Food, and BRC schemes through layered process audits and team training.
- Optimized warehouse and logistics workflows to support on-time deliveries and reduced rework.

Cretan Mill S.A. — Export Sales Manager

Mar 2018 – Sep 2022 | Heraklion, Crete

- Expanded international sales network; coordinated end-to-end export operations (documentation, contracts, shipments).
- Drove market development in Europe; built distributor relationships and structured account management.

Nisos Importing Canada Inc — Purchasing Manager & Export Coordinator (Remote)

2015 – 2019 | Greece → Canada

- Managed procurement for Greek products (olive oil, olives, herbs).
- Acted as local liaison for Greek suppliers; coordinated QC, export documentation, and compliance with CFIA and customs.
- Sourced new producers and categories to expand the Canadian portfolio.

CretePlus Ltd — Commercial Director

Jun 2015 – Jan 2018 | Crete

- Designed and executed commercial strategy; led B2B sales programs and partnerships.
- Partnered with marketing for targeted campaigns and revenue growth.

EARLIER CAREER EXPERIENCE

ICAP Group S.A. – B2B Sales Representative

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Feb 2012 – May 2015 | Crete

- Managed a portfolio of corporate clients offering business information services and credit risk evaluation.
- Delivered B2B sales solutions focusing on client financial assessment and strategic decision-making support.

Greek Yellow Pages – Advertising Sales Executive

Sep 2009 – Oct 2011 | Crete

- Developed and expanded the advertising client base across local and national markets.
- Consistently achieved sales targets and contributed to product development initiatives.

MoneyGram International – Sales Representative

Apr 2008 – Jul 2009 | Crete

- Promoted international money transfer services through the development of a local partner network.
- Provided support to existing clients and expanded the company's service footprint.

PUBLICATIONS

Tziakis I., Pachiadakis I., Moraitakis M., Xideas K., Theologis G., Tsagarakis K.P. (2009). Valuing benefits from wastewater treatment and reuse using contingent valuation methodology. *Desalination*, 237(1-3), 117-125.