

# NICK NICOLAIDES

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## Why Nick?

A determined professional who has obtained vast experience in the international markets by putting down the cornerstones for strategic planning and taking business development to the next level. My business and professional goals have been met so far because of my ability to take care of any problems before they become actual problems and by being able to communicate at all levels. It is these traits that have led me to build and retain profitable relationships that have taken the companies I have worked at from strength to strength.

## EXPERIENCE

FEB 2017 – PRESENT

### CHIEF OPERATING OFFICER, PELEMAN INDUSTRIES

Since 1979, Peleman has specialized in the design, development, and worldwide distribution of solutions for printed presentations and photographs. On that market, our company grew into a renowned global player.

- Managing accounts of global clients in **4 continents** across different verticals worth over **8 million Euros**.
- Oversees the company's branch in **China**.
- Established policies that improved and promoted company vision and culture.
- Oversees the day-to-day administrative and operational functions of the business including **sales, marketing, finance, human resources, and project management**.
- Translating corporate strategy into actionable goals while identifying business opportunities.
- Analyzing internal and external operations and identifying areas of process enhancement.
- Review financial information and adjust **operational budgets** to promote profitability.
- Collaborating with the **board and leadership team** to develop and implement plans for the operational infrastructure of **systems, policies, processes, and staff**.
- Ensure that the company runs with **legality** and conformity to established **regulations**.

NOV 2013 – FEB 2017

### INTERNATIONAL BUSINESS DEVELOPMENT MANAGER, PELEMAN INDUSTRIES

Responsible for the Development of **MENA, Africa, Oceania, and Asian Markets**

- Acquiring and working on tenders in Middle East especially, **Saudi Arabia 1 million Euros** in one order and **Morocco 400k Euros** in one order.
- Signing new partners in **Vietnam** generating an **income of over 500k**.
- Developing on demand/custom solutions for clients in collaboration with **R&D, production, and commercial departments**.
- Building and maintaining **strong relationships** with business partners across the globe based on mutual respect and trust.

NOV 2010 – MARCH 2012

**WAREHOUSE & DISTRIBUTION MANAGER, PELETICO GROUP OF COMPANIES**

PELETICO Group of Companies is the largest paint and building materials manufacturer in Cyprus. It is also a pioneer in the processing of industrial minerals.

- Responsible for the operational efficiency of **national distribution and warehousing**
- Fleet Management
- Health & Safety regulations

JUNE 2008 – NOV 2010

**OPERATIONS MANGER- FOUR DAY CLEARANCE, MALLOUPPAS & PAPACOSTAS PUBLIC CO. LTD**

Mallouppas & Papacostas Public Co. LTD is one of the largest retail companies in fashion and home goods in Cyprus.

- Responsible for the operational efficiency, warehousing and sales.
- Customer service
- Health & Safety regulations
- Managed a department of **90-100 employees** during the opening of the clearance.

SEPT 2005 – MAY 2008

**EXPORT MANAGER, PITTAS DAIRY INDUSTRIES**

Pittas Dairy Industries operates for over 80 years. Pittas cheese manufacturer was one of the oldest dairy product producers in Cyprus.

- Appointed as the **Project Manager** for an **EU funded program of 2 million Euros** for the promotion of Cyprus products in the **United States & Canadian** markets.
- Carrying out marketing activities locally in **New York, New Jersey, California, Miami, Toronto, Montreal, and Quebec.**
- Attending food shows in **America, Canada, Australia, Dubai, and Germany.**
- Being part of a program, whose success **increased the national sales** volume by **over 35%.**

## EDUCATION

MAY 2005

**BACHELOR OF SCIENCE, LONG ISLAND UNIVERSITY, NEW YORK**

Concentration in Business Management

## SKILLS & TRAITS

- Well organized
- Business negotiator
- Adaptability and agility
- Flexible and versatile
- Loyal and trustworthy
- Disciplined