



VASSILIS GKATZELIS

SUMMARY OF QUALIFICATIONS

Vassilis Gkatzelis is an international executive with 20 years of experience in General Management, Marketing and Sales, and geographic exposure to Asia, the EU, North Africa and the Middle East.

Vassilis is currently the Managing Director of Philip Morris International (PMI) in Egypt & Levant, creating value for key stakeholders across the cluster towards a smoke-free future. In parallel, he serves as an Executive Director on the Board of a Joint Venture business in Egypt. Vassilis has been the Managing Director of PMI in Egypt since 2016, with expanded responsibilities as of 2018 when Cairo became the cluster hub for Egypt & Levant (Lebanon, Jordan and Palestine) countries.

Prior to those roles, he was the General Manager of PMI in Morocco since 2014. Earlier in his career, Vassilis served as the Director Sales Strategy for Asia and the EU Regions in PMI's Global Operating Center in Lausanne. He joined PMI in 2003 and held various Marketing and Sales roles in Greece and the Czech Republic before moving to Switzerland in 2012. Before joining PMI, he worked in the Marketing department of L'Oreal's FMCG division as well as in a family business.

Vassilis holds a Global Executive MBA from INSEAD, including studies in Abu Dhabi, France, Singapore and the USA, as well as a Non-Executive Director Diploma from the Financial Times in the UK. He is also a graduate of the Athens University of Economics and Business, where he completed his bachelor's and master's degrees in Management.

PROFESSIONAL EXPERIENCE

PHILIP MORRIS INTERNATIONAL	2003 - present
Managing Director Philip Morris Egypt & Levant Cluster - Egypt	2018 - present
Managing Director Philip Morris Egypt - Egypt	2016 - 2017
General Manager Philip Morris Morocco - Morocco	2014 - 2016
Director Sales Strategy for Asia & EU Regions at Global Operating Center - Switzerland	2012 - 2014

Sales Management at Philip Morris Greece National Sales Manager (2011-2012) Commercial Planning Manager (2010)	2010 - 2012
Marketing Management at Philip Morris Greece Group Brand Manager Premium Portfolio (2009) Group Brand Manager International & Local Portfolio (2008) Market Intelligence Manager (2007) Brand Manager Marlboro (2006) Junior Brand Manager Marlboro (2005)	2005 - 2009
PMI Graduate Program / Marketing and Sales Trainee – Czech Republic & Greece	2003 - 2005
HELLENIC NAVY - GREECE Service at Fleet Headquarters	2002 - 2003
L'OREAL - GREECE Internship in FMCG Division as Assistant Brand Manager	2001

ACADEMIC EDUCATION

2016-2017	INSEAD Global Executive MBA	France / Singapore / United Arab Emirates / USA
1999-2001	Athens University of Economics and Business MBA Program (4 th semester at the Erasmus University in the Netherlands)	Greece / Netherlands
1995-1999	Athens University of Economics and Business Bachelor of Science in Management	Greece

PROFESSIONAL EDUCATION

2020-2021	Financial Times <i>Non-Executive Director Advanced Professional Diploma</i>	United Kingdom
2014	Stanford Graduate School of Business <i>Executive Program LEAD</i>	USA
2010	Harvard Business School <i>High Potentials Leadership Program</i>	USA