



**Achieve  
Performance**  
consulting group



# John Alatopoulos

## Executive Advisor

### Achieve Performance Consulting Group

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John Alatopoulos has studied in the U.K., gained a degree in Tourism and Hotel Management. He holds 2 Masters, in Management and Sales & Marketing. He started his career in Sales & Marketing with Scottish Newcastle Breweries. For a period, he taught as a Senior Lecturer Sales Management and Marketing at South Devon College of Technology. He then moved to USA with Eli Lilly & Co. in Indianapolis and he worked initially as a sales Training Manager at the International division and consequently as an Area Country Manager managing and coordinating five countries, with successful multiple launching products and achieving record sales for the area.

After seven years, he accepted a position as CEO with Boehringer, pharmaceutical company, where his achievements were always above target. In 1994 he initiated Learning Systems Consulting Company, a regionally very successful HR & Business Consulting company.

Now, he is Executive Advisor in Achieve Performance Consulting Group and a certified trainer for Zenger-Folkman's "The Extraordinary Leader and "The Extraordinary Coach".

John's long expertise in Consulting, Sales, Marketing and Leadership has given him many recognition awards in the wider geographical region of Europe. He has been a key note speaker in many Management and Sales conferences. John's innovative approach as a Leader combined with his passion to train and develop people has created high degree of credibility for his clients and his associates.

John is also a member of the Sales Management Association of the USA.

#### Specialisations:

- Executive Search
- Business & Professional Services
- Consumer & Retail Industry
- Financial Services
- Government
- Hospitality Industry
- Leisure & Travel Industry
- Life Sciences
- Shipping Industry



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