



## **STATHIS PAPANICOLAOU**

BCA Sales, Middle East & Africa  
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Stathis Papanicolaou is Director for Business Strategy for the region of Middle East & Africa in Boeing Commercial Airplanes (BCA), sales organization. His major responsibility is to develop, implement and direct industrial participation (IP) programs, in support of the sale of BCA products to airline customers in the region. He is an expert within the company on airline customers and supplier capabilities and products. Acts as a consultant to BCA's executive management on Industrial participation issues and represents the company on highly significant programs to multiple customers at senior executive levels.

Prior to his current assignment, Stathis was Procurement Manager for Boeing suppliers in Eastern Europe, Russia and CIS. He was focusing in developing procurement strategies and developing and managing suppliers in Eastern Europe and in countries BCA was active in market access projects supporting airplane sales. He was also involved recently in consulting Sukhoi Civil Aircraft of Russia, in supplier management, for the Russian Regional Jet (RRJ).

Before joining Boeing in 1986 Stathis worked in a number of International corporations as accountant, internal auditor, credit analyst, etc, among them was EXXON international in New York, ESSO Europe in Greece and Italy, and in Schlumberger's regional office for Middle East in Athens, Greece.

A native of Greece, is a naturalized US citizen since 1986. He holds a Diploma in Political Sciences and Public Administration from Panteion University of Athens, and a Masters of Sciences Degree in economics from University of Stirling, in UK.

Stathis is an active member of the Demokritos society of San Francisco, a think tank concerned with issues of Hellenic heritage in US and in understanding the US foreign policy in Eastern Mediterranean and the Middle East. He is also VP and member of the Board of the "Hellenes of Northwest" a group based in Seattle, WA concerned in promoting intercultural exchanges between Greece and the State of Washington.

Married with two sons Stathis and his wife Joanna reside in the Seattle area. Their son Constantine is working, as a Financial Analyst in London, England, pursuing at the same time a M.Sc. degree in Finance at London School of Economics, UK, and Pavlos is working towards a B.Sc in Business Administration at the American College of Greece, in Athens, Greece.

Stathis enjoys skiing in Pacific Northwest in winter and visiting his sons and the Greek islands in the summer.

July, 2007