

# Athanasios Papanikolaou

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## Objective

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- Experienced professional seeking to fill an Agronomist Managerial position.
- Desirable Positions include but not limited to: Greenhouse Facility Manager (vegetable crops), Nursery General Manager (ornamentals, orchards), Operations Manager, Senior Technical Consultant, Farm Manager.

## Personal Information

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- Date of birth : June 3rd 1968
- Place of birth : Athens-Greece
- Nationality : Greek
- Marital status : Married since 2003 / 2 children aged 12 (boy) and 11 (girl)
- Army service : 2 yrs Fulfilled (1992-1994) / Sergeant
- Driving License : Holder of European driving license

## Key Qualifications

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- Almost three decades experience in the nursery industry (ornamentals, flowering & pot plants).
- Over 15 years experience in hydroponic crops and Controlled Environment Agriculture (CEA) as Crop Consultant & Head Grower
- Excel in design, implementation & operation of innovative hydroponics systems for fresh vegetables crops.
- Acquired significant expertise in fruit trees crops especially in Olive trees, Citrus trees, Vineyards & Pomegranates.
- Extensive experience in landscape architecture & landscape contractor work (design, implementation and maintenance of various landscape projects).

## Work Experience

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### Farm Manager/Senior Agronomist, Mazaya Agro, Oman

April 2018 - Present

- Initial Setup & Operation of 1 Ha (One hectare) Hydroponic facility in Muscat Oman
- Crop systems included raised gutters with coir slabs for tomato & pepper and RDWC (Recycling Deep Water Culture) floating rafts for lettuce & leafy greens.
- Responsible for procurement of all hydroponic equipment of the facility (machinery & supplies)
- Implemented installation of equipment in place
- Supervised Growing Room, Hydroponic section & RDWC (Recycling Deep Water Culture) Crop Systems.
- Commissioned with operation of the greenhouse and its production plan with three major vegetable crops (tomato, pepper, lettuce).
- Provide extensive agronomic advice as Crop Consultant on: hydroponic fertilization recipes, cultivation techniques, crop protection, biological control-IPM (Integrated Pest Management), crop harvest, packaging of produce and GlobalGAP Certification Procedure.
- GlobalGAP Certificate awarded in Jun.2019.
- Introduced innovative varieties of vegetables for the Middle East region.
- Increased Yield by 250% and revenue by over 300%.
- Participated actively in rebranding procedures working closely with Marketing Dept. and the Board of Directors.
- Crop types handled: Tomato, Pepper, Lettuce, Herbs

**Senior Agronomist/Crop Consultant, AS AGRO Project, Azerbaijan** August 2017 - March 2018

- Initial Setup & Operation of 10 Ha (Ten hectare) Hydroponic facility in Baku Azerbaijan
- Modern hydroponic facility with cutting edge technology utilizing raised gutters system & Priva climate control system.
- Managed a cross-functional team of over 135 employees.
- Commissioned with operation of two greenhouse facilities and their production plan with Beef Tomato crop (5 Ha) & Strawberry (5 Ha).
- Provide extensive agronomic advice as Crop Consultant on: hydroponic fertilization recipes, cultivation techniques, crop protection, biological control-IPM (Integrated Pest Management), crop harvest, sorting & packaging of produce and GlobalGAP Certification Procedure.
- GlobalGAP Certificate awarded in Jan.2018.
- Provided expertise in the fields of soilless organic substrates (Coir, Cocopeat).
- Introduced Priva FS Performance system for monitoring/evaluating labor performance.
- Acquired expertise in operation of high-tech grading machine by Elisam (IT) & Ellips (NL).
- Crop types handled: Tomato, Strawberry

**Senior Technical Consultant/Crop Consultant, DAL Food Industries, Sudan**

July 2016 - July 2017

- Initial Setup & Operation of 1 Ha (One hectare) Hydroponic facility in Khartoum Sudan
- Conducted Greenhouse Project Delivery on behalf of the client
- Designed hydroponic crop production system using my own patented design "Pot Hydroponic System" (PHS) with soilless substrates
- Responsible for procurement of all hydroponic equipment of the facility (machinery & supplies)
- Implemented installation of equipment in place
- Supervised Growing Room & NFT (Nutrient Film Technique) Crop System
- Commissioned with operation of the greenhouse and its production plan with three major vegetable crops (tomato, pepper, lettuce)
- Provide extensive agronomic advice as Crop Consultant on: hydroponic fertilization recipes, cultivation techniques, crop protection, biological control-IPM (Integrated Pest Management), crop harvest, packaging of produce and GlobalGAP Certification Procedure.
- Crop types handled: Tomato, Pepper, Lettuce, Herbs

**Agronomist/Scientific Team Member, Alagro Co., Greece**

Mar 2011 - Present

- Member of scientific team in Alagro Co. ([www.alagro.gr](http://www.alagro.gr))
- Design/Installation/Maintenance of Hydroponic units, Fertigation units & Greenhouse Climate control units
- Acquired significant experience acting as Crop Consultant visiting Growers all over Greece & abroad (Italy, Spain, Turkey, Malta, Albania, et.al.)
- Crop types handled: Tomato, Pepper, Lettuce, Herbs

**Managing Director/Shareholder, Papanikolaou Nurseries Co., Greece**

Sep 1998 - Present

- Managed a cross-functional team of over 60 employees.
- Oversaw the establishment of 2 production facilities and increased output by over 500%.
- Established PHOS Greek Gourmet Products Brand ([www.phos-gourmet.gr](http://www.phos-gourmet.gr))
- Specialised in nursery establishment & management including greenhouse production, fruit trees crops, mist propagation unit/growing room, container production unit, marketing/management ([www.nurseries.gr](http://www.nurseries.gr)).
- Specialised in Landscape Architecture & Landscape Gardening (including planting design, landscape irrigation systems, submitting landscape proposals, landscape maintenance).
- Acquired detailed specialisation in Innovative Hydroponics Systems as Senior/Head Grower for growing fresh vegetables (including initial design, setup, implementation & operation, soilless substrates, drip irrigation, cultivation techniques, hydroponic fertilization recipes, crop protection, biological control-IPM, crop harvest, packaging, marketing/management, GlobalGAP-Good Agricultural Practice Certification procedure).
- Implemented Controlled Environment Agriculture (CEA) principles & practices in all greenhouse units.
- GlobalGAP Certificate awarded in Sep.2014 and renewed annually thereafter
- Nursery crops handled: Ornamentals, Forest species, Pot plants, Olive trees, Citrus trees, Orchards,

Pomegranates.

- Vegetables crop types handled: Tomato, Lettuce, Leafy greens, Herbs

**Production Manager, Gexe SA (Agricultural Company), Greece**

Jun 1995 - Sep 1998

- Managed a cross-functional team of over 40 employees.
- Reduced inventory turns by 50%.
- Specialised in production of ornamental plants & landscaping (nursery business).
- Crop types handled: Ornamental plants, pot plants

**Trainee Agronomist, Vannucci Piante-Nursery, Italy**

May 1992 - Aug 1992

- Trainee at the most prominent nursery business of Italy
- Attended senior executive meetings.
- Crop types handled: Ornamentals, Forest species & pot plants

**Trainee Agronomist, Geotechniki Co. (Agricultural Company), Greece**

Sep 1988 - May 1992

- Active member of a cross-functional team of over 100 employees.
- Hands-on practice
- Crop types handled: Ornamentals & pot plants

## Education

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**Certificate Vocational Training**

Nov 2017

Advanced Greenhouse Management - Vegetables / Delphy Institute The Netherlands

- Concluded one week vocational course at the prestigious Delphy Institute of Netherlands.
- Received thorough and up-to-date training and covered all fields of modern hydroponic facilities.

**Certificate in Landscape Architecture**

Jun 1995

University of Edinburgh/Scotland UK

- Completed the 1st year of the 2-year postgraduate course "Master in Landscape Architecture" of the University of Edinburgh-Scotland UK

**Agronomist Bachelor's Degree**

Jun 1992

Technological Educational Institute of Crete

- Graduated with a 7.8/10 GPA.
- Concentration in <Floriculture & Greenhouse Crops>.
- School of Agriculture & Greenhouse crops.
- Compulsory 6 months hands-on training in private sector after finishing college studies

**High School National Diploma**

Jun 1987

Varvakios Model School Athens

- Graduated from Varvakios Model School Athens-Greece

**Foreign Languages**

- English - Excellent (Cambridge Proficiency)
- Greek - Mother language
- German - Good (Grundstufe Goethe Institut Athen)
- Italian - Basic communication skills

**Computer Skills**

- Excellent knowledge of Microsoft Office (Word, Excel, Powerpoint)
- Excellent knowledge of Apple Mac OS
- Excellent knowledge of Apple iPad
- Adequate knowledge of landscape software (Realtime landscape pro, iScape Application)

## References

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- Available upon request.

## Other Activities

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Basketball - Played in Greek Basketball League (1986-1988)

Swimming

Motorsports