



ΔΙΑΔΙΚΤΥΑΚΗ ΗΜΕΡΙΔΑ
Επαγγελματικής Απασχόλησης Χημικού



Παρασκευή
8
Μαρτίου
2024

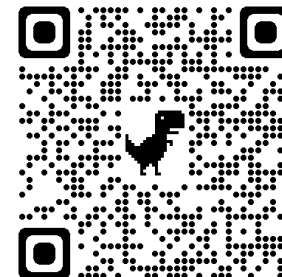
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 <https://www.linkedin.com/in/pkouvatsis/>

Ο Χημικός αλλιώς: beyond the bench, in front of the desk

Παναγιώτης Κουβάτσης
Χημικός, PhD
Sales Development Specialist
HELLAMCO A.E.



Εκπαίδευση – Επαγγελματική πορεία



Εκπαίδευση – Επαγγελματική πορεία



Συνεχιζόμενη Εκπαίδευση

- Συστήματα Διαχείρισης Ποιότητας (ISO 9001)
- Υγιεινή & Ασφάλεια στα Εργαστήρια Χημείας
- Εκπαιδεύσεις σε θέματα Περιβαλλοντικής Αναλυτικής Χημείας
- Εκπαιδεύσεις σε λογισμικά
- Λοιπές εκπαιδεύσεις (Σύνταξη Επιχειρηματικών Σχεδίων, Risk Management)



Established in 1984 as “one man show” personal enterprise in the field of scientific equipment, by **Michael Kontogiannis**, biologist/biochemist, Uni. of Athens.

With a **Vision** to constantly improve all areas of our operation expertise, it can only be achieved with the cooperation and synergy of all members involved.

Optical expression of synergy
(Hellamco  Customers  Suppliers)



Committed to quality and innovation, since 1984.

History

With the emblem of quality and high technology, HELLAMCO S.A. has been a leader in the field of Laboratory Scientific Equipment in Greece.

The solutions range from a single pH meter to the study & supply of the entire Turn-Key Solution equipment of a laboratory or group of laboratories.

Quality Assurance & Certifications

Our highly skilled company has been certified according to:

- ISO9001
- ISO13485 (Medical Devices).
- ISO17025 Especially for balances we operate an accredited **Metrology Laboratory** certified also by a Swiss Certification Body according to “2nd Stage Verification” supporting the quality system of the leading manufacturer Mettler-Toledo.
- Solutions provided are in accordance with international standards ISO9001, EN 45501, HACCP / ISO 22000, ISO17025, GLP, GMP, 21CFR Part11, etc.



Leading the field of Scientific Equipment in Greece since 1984.

- Total size, over than 18 high level employees
- Sub-distributors in Cyprus and N. Macedonia

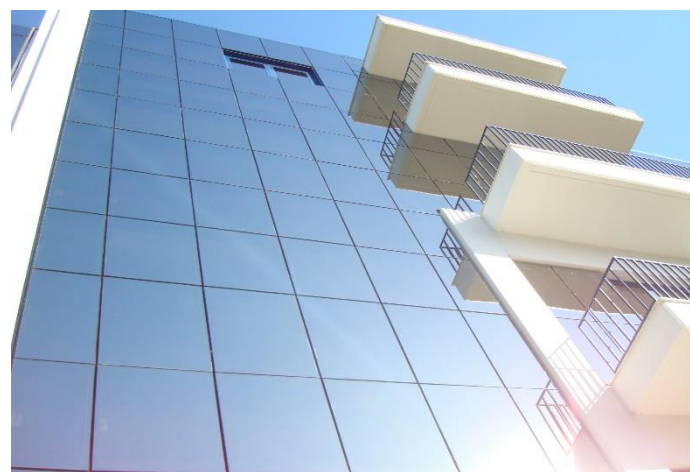
3 Locations:

- HEADQUARTER:** Athens
- BRANCH OFFICE A': STOCKROOM-SERVICE-METROLOGY** Athens
- BRANCH OFFICE B': NORTHERN GREECE OFFICE** Thessaloniki*

* Since 1997 we operate a full office in Thessaloniki, to meet the needs of Northern Greece, both Sales and Technical & Scientific Support



Demo Room



Επαγγέλματα

Χημικοί, Χημικοί Μηχανικοί, Βιολόγοι, Τεχνολόγοι Τροφίμων, Γεωπόνοι, Γεωλόγοι, Ηλεκτρολόγοι Μηχανικοί, κλπ.
Έλεγχος της Ποιότητας & Ανάπτυξης της Έρευνας



- Πωλητές Υψηλής Τεχνολογίας Εργαστηριακού εξοπλισμού Χημικής Ανάλυσης και Τεχνικούς για παροχή Επιστημονικής και Τεχνικής Υποστήριξης (Scientific, Application & Technical Support)



ΤΡΟΦΙΜΑ

ΦΑΡΜΑΚΑ

ΚΑΛΥΝΤΙΚΑ

ΠΛΑΣΤΙΚΑ

ΠΕΡΙΒΑΛΛΟΝ

ΜΕΤΑΛΛΕΥΜΑΤΑ



Customers Applications

“The number and depth of the collaborations developed, and the experience gained, enable us to fully cover a wide range of scientific equipment applications.”

Applications we cover:

- Food - Drinks - Waters - Soft Drinks
- Pharmaceuticals – Cosmetics
- Pesticides - Detergents
- Petroleum – Lubricants
- Biofuels/Biogas - Synthetic Fuels- Natural Gas
- Chemical Industry
- Biochemistry - Molecular Biology - Clinical Chemistry - Biotechnology - Diagnostics (IVD)
- Toxicology - Forensics - Doping Control - Public Safety
- Environment
- Plant Physiology - Phytopathology
- Minerals - Soil - Inorganic Minerals
- Electronics - Ceramics - Batteries - Fuel Cell
- Science- New materials
- Plant Cultivation and Processing (Laboratory, Pilot & Industrial Scale)
- Educational Equipment for Universities, Technical Schools, etc.



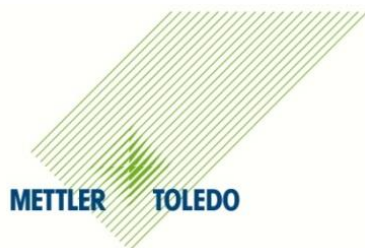
“Our Value in detail and our insistence on quality, ensure Hellamco long-term partnerships with our country's most important researchers and laboratories. ”

Exclusive & long-term co-operations with leading suppliers

“ With the official collaboration of the most acclaimed manufacturers, we are introducing modern technology to the service of the Greek scientific community. ”

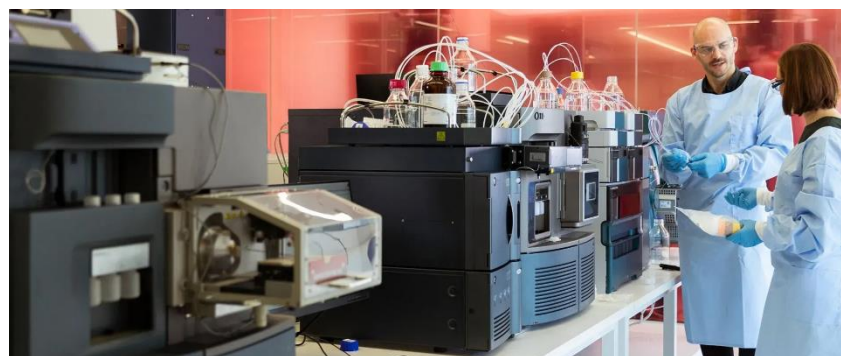
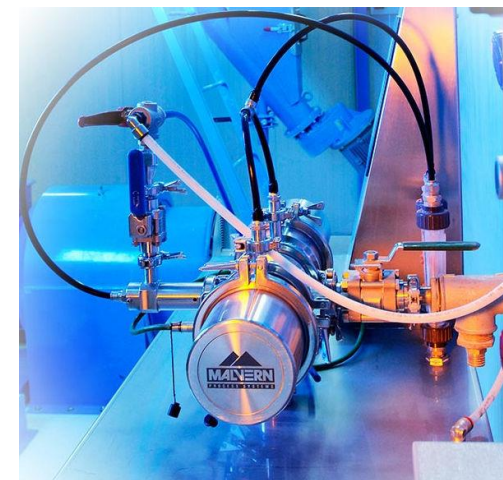
Waters

THE SCIENCE OF WHAT'S POSSIBLE.[®]



Knowledge Transfer from our Suppliers

- Our Suppliers know-how has been transferred to our people the past 35 years, by **High-Level Trainings** and **Authorizations** to access a valuable intranet of knowledge.
- **Specialized Demo Labs** all over the world have offered their high-end infrastructure to support our Greek customers to expand their applications and eliminate any doubts on instrument/process/TQM etc.



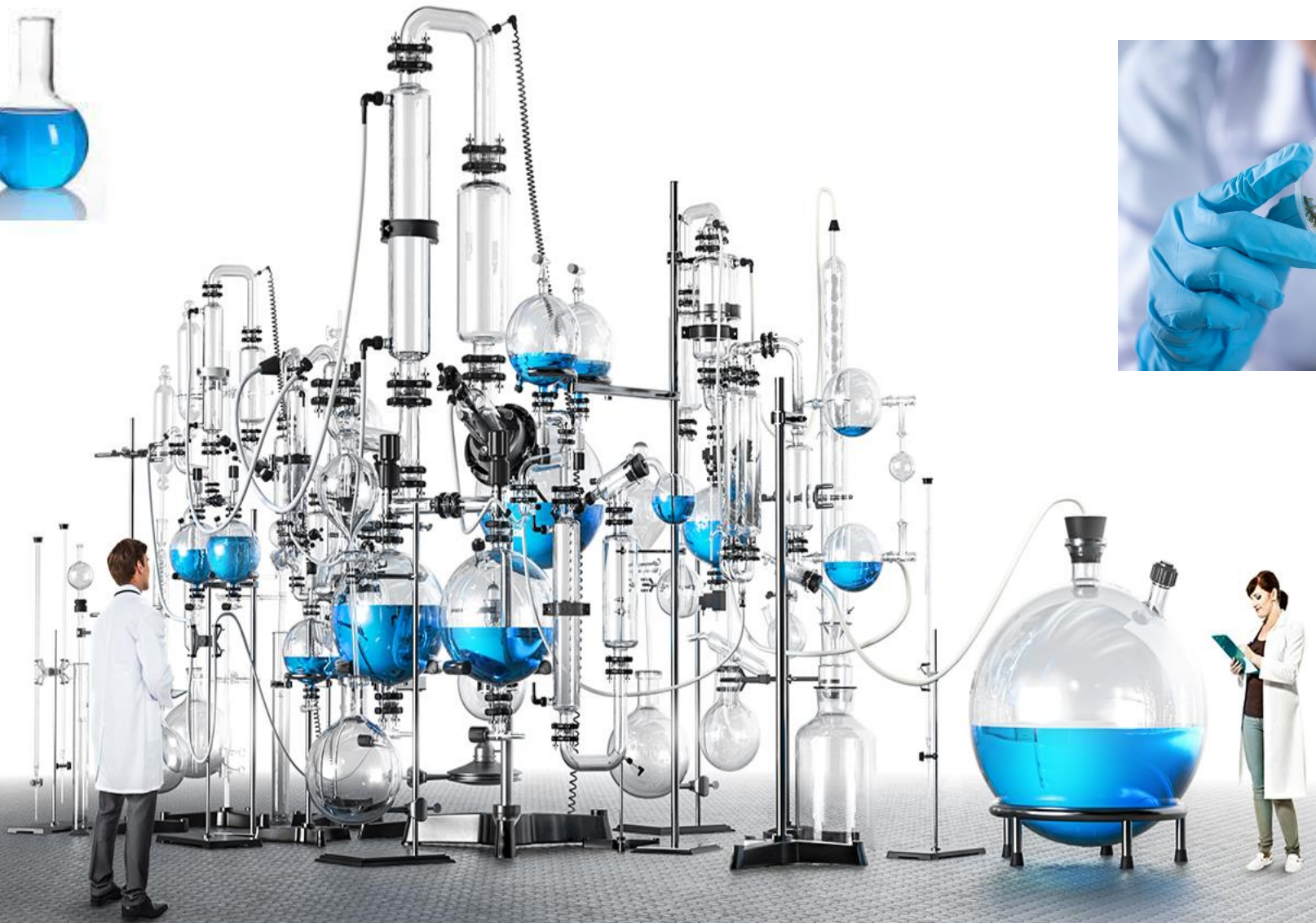
Major Projects



We are proud to mention some major projects completed in our country:

- DNA Investigation Labs (C.S.I.) of the Greek Police (1995)
- Research Center «GAIA» at the Museum of Goulandri Natural History (1999)
- Doping Control of the «Athens Olympic Games 2004» (2003/2004)
- Technological Park of Lavrion/N.T.U.A (2006)
- Central & Regional Pollution Control Laboratories/G.C.S.L (2007)
- Quality Control of Olive Oil/N.AG.RE.F (2011)
- High-level and value-added instruments in the country's main Universities, funded by ESPA (2013 & 2015)
- First EDDY Covariance station of the pan-European network Integrated Carbon Observation System (ICOS) /Aristotle University, Forest of Pertouli (2021)
- First GC/LC/Qtof MS, University of Ioannina (2021)

WE LOVE SCIENCE & QUALITY





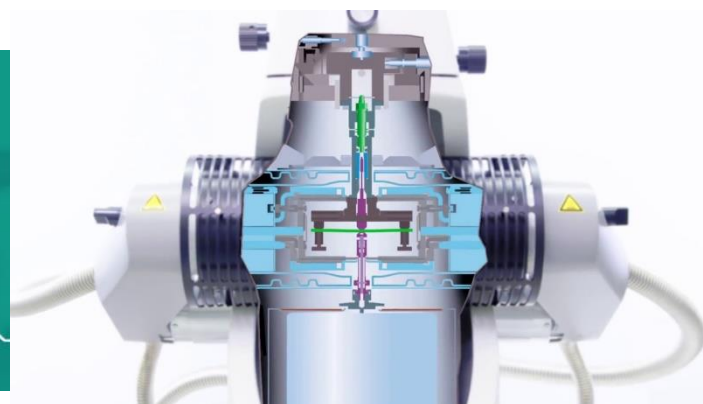
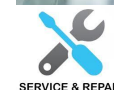
SERVICE & REPAIR

SUPPORT ENGINEERS - SERVICE



Training & Support

- 2) Efficient & well-trained personnel (MSc, PhD) Chemists, Chemical Engineers, Biologists, Food Technologist, etc., as well as our Accounting & Logistics Depts.
- 3) Fundamental pre- and after-sales support and complete application support (both technical & scientific), handled by our experienced, highly educated support specialists (MSc, PhD).



IMPORTANT FACT:

As an indication, HELLAMCO's Support team spend approx. 13-15 weeks (!!!), per year, in service/support **trainings** abroad. This is the largest investment in the field in our country.

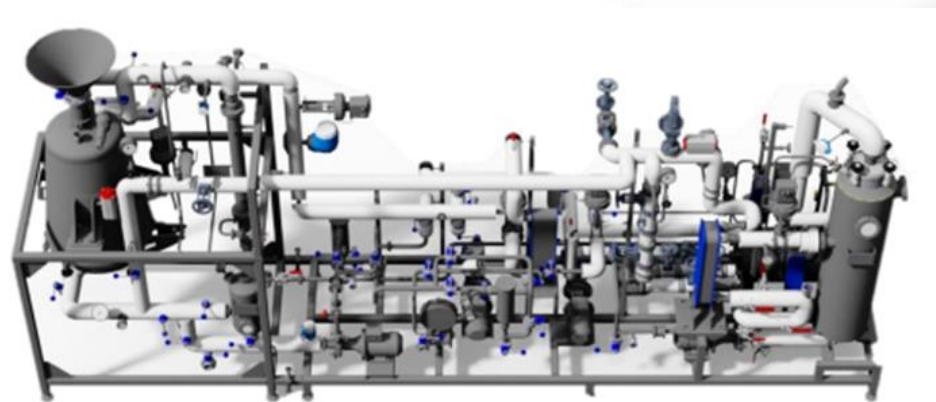
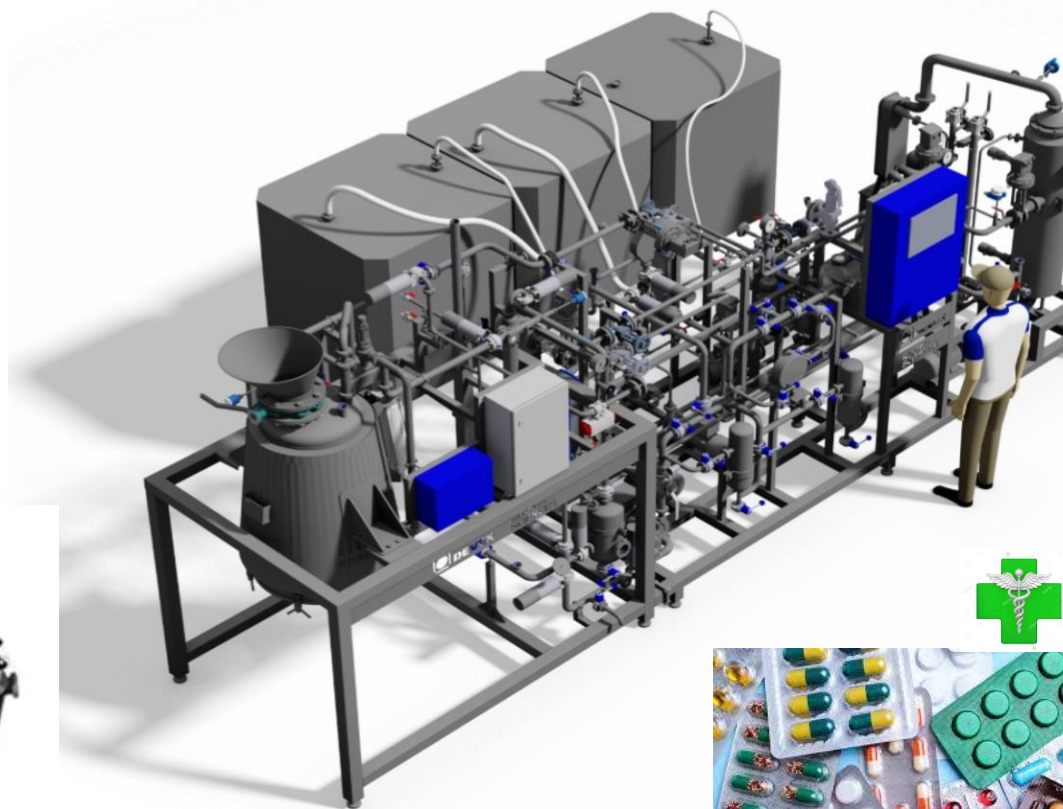


ΕΡΓΑΣΤΗΡΙΟ-LABORATORY

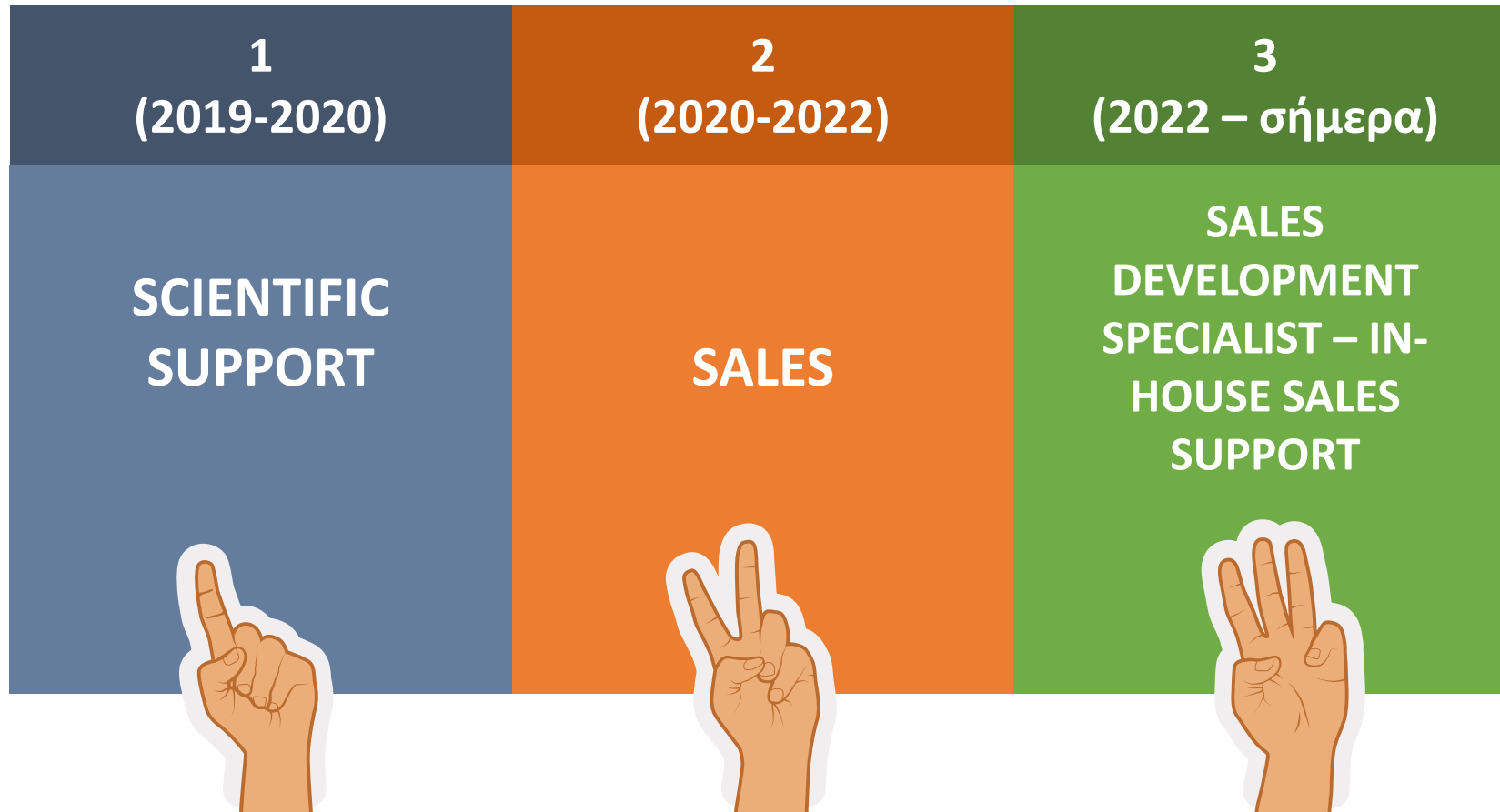
Trends : Agriculture Field Instruments and Chambers



Pharmaceuticals Trends: CO₂ / Ethanol Extraction & Distillation



Επαγγελματική εξέλιξη



Υποστήριξη Πωλήσεων // In-House Sales Support / SDR (Sales Development Specialist)

1

Επικοινωνία με πελάτες – συνεργάτες

- υπάρχοντες
- εν δυνάμει

2

Σύνταξη και αποστολή προσφορών

3

Συμμετοχή σε διαγωνισμούς του Δημοσίου

4

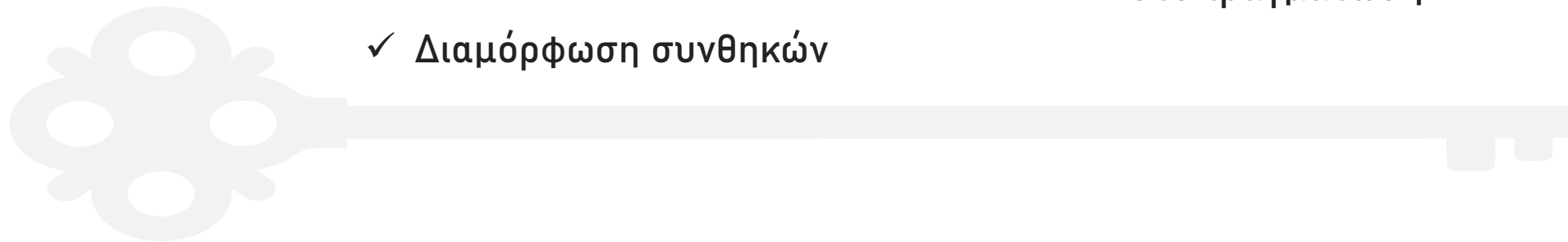
Επικοινωνία με τους οίκους του εξωτερικού

5

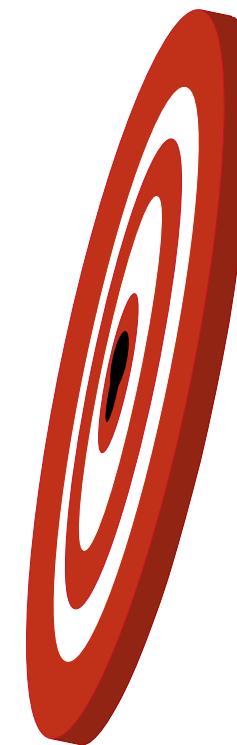
Ενδοεταιρική ενημέρωση επιστημονικών θεμάτων

Σημεία κλειδιά!

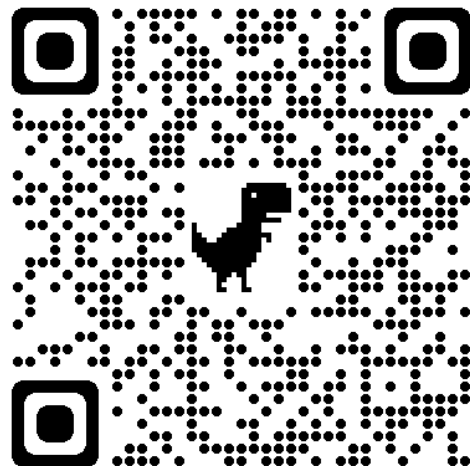
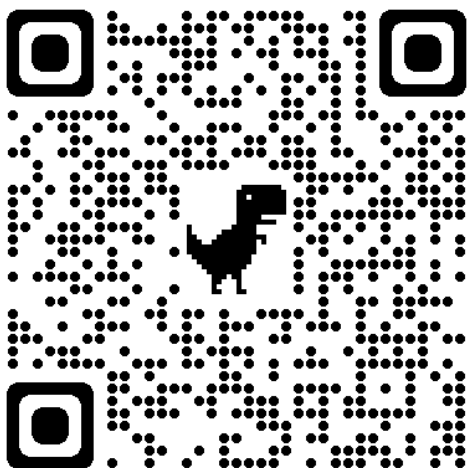
- ✓ Στοχοθεσία
- ✓ Στοχοπροσήλωση
- ✓ Υπομονή - Επιμονή
- ✓ Διαμόρφωση συνθηκών
- ✓ Να αγαπάς τη δουλειά σαν να κάνεις το χόμπι σου...
- ✓ Αυτοπραγμάτωση



- ✓ Υγιές και ευχάριστο εργασιακό περιβάλλον
- ✓ Ομαδικός στόχος ως κίνητρο για τη μεγιστοποίηση των προσωπικών στόχων
- ✓ Συναδελφικότητα - συνεργασία







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