

## Themistoklis Rafailidis, MSc

4 Laodikias Str  
55134, Thessaloniki  
Greece  
e-mail: themistoklis.rafailidis@optimalcore.com  
Mobile: +30 697 4021781

Nationality: Greek  
Date of birth: 1 June 1972  
Languages: Fluent Greek, English and German

### SUMMARY

Themistoklis Rafailidis is an experienced professional in the field of supply chain management. He is the co-owner and managing director of OptimalCore.

In the past year, he has been involved in the planning and scheduling upgrade at the top-producing U.S. auto plant. He has also been engaged in the global supply chain evolution initiative of a major mobile phone manufacturer in Sweden. Previously, he was engaged for two years in the global supply chain transformation initiative of a major steel manufacturer in the Netherlands and the UK. In the past, he has implemented a factory planning solution for a major steel manufacturer in Germany and also held various roles at i2 Technologies, helping customers improve their supply chains through industry best practices.

He holds a Master of Science in Industrial and Systems Engineering from the Georgia Institute of Technology, Atlanta, Georgia, USA.

### CAREER TO DATE

#### Managing Director at *OptimalCore*, Thessaloniki, Greece May 09 – today

- **Nissan North America, Smyrna, TN, USA (5 months)**  
Responsible for the technical upgrade and integration of the engine assembly planning and scheduling solution using JDA Factory Planner. Major tasks involve understanding differences between old and new technology architecture and features, implementing an integrated test plan and delivering user training.
- **Sony Mobile, Lund, Sweden (1 year)**  
Responsible for the solution design and delivery of the Master Production planning solution using JDA Supply Chain Planner and its heuristics solver (MAP). Also responsible for the design of the end-to-end integration from UI data entry to staging and engine to reporting. Major tasks involve understanding business requirements, defining solution design, implementing an integrated test plan and delivering user training.
- **Tata Steel Europe, various locations across the Netherlands and UK (2 years)**  
Responsible for the delivery of the Sales and Operations planning solution using JDA Supply Chain Planner and its linear programming solver (LpOPT). Also responsible for the design of the Order planning solution using JDA Factory Planner. Major tasks involve understanding business requirements, specifying solution design, executing a test plan and delivering user training.

#### Senior Solution Architect at *TruEconomy Consulting*, Tiel, The Netherlands Nov 04 – Apr 09

- **ThyssenKruppSteel AG, Duisburg, Germany (4.5 years)**  
Responsible for the implementation of i2's factory planning solution. Major tasks involved definition of business requirements and acceptance criteria, solution architecture design and user training.

## Various Roles at i2 Technologies, Parsippany, New Jersey, USA

Aug 98 – Apr 04

- **Product Manager, Shell, Dallas, TX, USA (1.5 years)**  
Responsible for the development of one of the five main Oil and Gas supply chain management point solutions. Major tasks involved definition of customer requirements and solution roadmap, product design, guiding development and optimization teams, product quality and release management.
- **Solution Architect, i2 Pharmaceutical Product Marketing, Dallas, TX, USA (1 year)**  
Responsible for the development of the i2 pharmaceutical solution. Major tasks involved guiding product teams in new solution development such as the pharmaceutical supply chain management template.
- **Solution Architect, Swagelok, Cleveland, OH, USA (6 months)**  
Responsible for designing and managing the integration of the supply chain management point solutions including demand forecasting, master planning and factory planning.
- **Senior Consultant, CIBA-Vision, Atlanta, GA, USA (6 months)**  
Responsible for managing and technically implementing a distribution planning solution as part of the supply chain management project.
- **Junior/Senior Consultant, Merck&Co, Whitehouse, NJ, USA (2 years)**  
Responsible for developing a strategic “what if” scenario capacity assessment tool. Responsible also for managing and technically implementing the factory planning and scheduling solutions.

## Internal Consultant at The Coca-Cola Company, Atlanta, Georgia, USA

Jun 97 – Jun 98

Coordinated a distribution process time study for four bottlers in USA and Mexico. Collected and analyzed data, presented results to local management, including improvement opportunities for the optimal route design.

## Production/Logistics Planner at SATO S.A. Thessaloniki, Greece

Jun 95 – Feb 96

Reengineered production process from a functional layout to a multiple-product assembly line based on the methodology developed in Diploma thesis. The business process reengineering resulted in a 29% labor reduction and a 63% space reduction leading to a 5% cost savings.

## **EDUCATION**

Sep 96 – Jun 98

### **Master of Science in Industrial and Systems Engineering**

Major research area: Production and Logistics

GPA: 3.8/4.0

Georgia Institute of Technology, Atlanta, Georgia, USA

Mar 94 – Aug 94

### **“ERASMUS” student exchange program**

University of Karlsruhe, Karlsruhe, Germany

Sep 90 – Jul 95

### **Diploma in Mechanical Engineering (5 year full-time program)**

Major: Industrial Engineering (Production Planning, Logistics, Operations research)

Thesis: *Production Planning in an Office Equipment Manufacturer*

GPA: 9.05/10.0, ranked 1st among 140 students and student of the decade

Aristotle University of Thessaloniki, Thessaloniki, Greece

## **COMPUTER SKILLS**

JDA Supply Chain Planner, JDA Factory Planner, JDA Demand Fulfillment, JDA Supply Chain Strategist, JDA Production Scheduler, JDA Transportation Modeler, Quintiq suite. UNIX and Windows operating systems, Oracle database management system.

## **REFERENCES**

Available on request.