
LEONIDAS BAKOURAS

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Leonidas Bakouras is the General Manager of EDA THESS, the Gas Distribution Company in Thessaloniki and Thessaly. In his multiyear professional course, contributed decisively to the implementation of a long-term and efficient investment plan for the market development and the natural gas penetration.

- 2016 – present** **“General Manager”**, EDA THESS (Gas Distribution Company Thessaloniki – Thessalia).
Legal Representative of the Company.
- 2014 – 2016** **“Deputy General Manager” and “Chief Operating Officer”**, EPA Thessaloniki & EPA Thessalia (Gas Supply & Distribution Companies). During his tenure as a **Deputy General Manager**, he undertook the representation of the companies to Authorities, carried out his work with the aim of the **market Development** with high efficiency, while his contribution to the drafting of the **Regulatory Framework** concerning the natural gas distribution activity was catalytic. Being in charge of the responsibilities for the **construction of the Distribution Network, the operation, maintenance, the safety of facilities and the emergency intervention to the distribution networks**, he fulfilled the objectives dictated by the distribution activity. His tenure as a Deputy General Manager is completed with the effective management of the Company's legal affairs.
- 2006 – 2014** **“Manager of Commercial Activities”** EPA Thessaloniki & EPA Thessalia (Gas Supply & Distribution Companies). During his tenure he was in charge of the commercial units' management for the market development, he was responsible for the management of the Relations with the Authorities and at the same time he was managing the Company's Regulatory Affairs. He also contributed to the formation of pricing policy, customers' pricing policy, and while managing the contract for the natural gas supply, he fulfilled every obligation arising from this framework. His role is complemented by the support he provided to the General Manager as a consultant and executive.
- 2003 – 2006** **“Manager of Commercial Activities”**, EPA Thessalia (Gas Supply & Distribution Company).
At this stage of his career he had exclusively taken over the management of the commercial unit of Thessaly for the market development with the task of promoting the corporate image and the marketing campaign for the market's expansion, and also undertook the responsibilities of the administration of the natural gas supply contract, the pricing and the credit recovery. At the same time, he was in charge of the customer service offices of the industrial, commercial and domestic consumers, with responsibilities of the management of Foreign Relations with Authorities, Media and the Regulatory Affairs.
- 2000 – 2003** **“Head of Sales & Market Development”**, EPA Thessalia (Gas Supply & Distribution Company). During the three-year tenure he was responsible for the distribution network development, the acquisition of customers and the control of the internal installations in the Region of Thessaly, laid the foundations for the effective management of the Foreign Relations with Authorities and Media, while making the most important steps for the management of the Regulatory Affairs, that were the beginning of the efficient and constructive cooperation with Authorities, which he then bequeathed to his associates.

Educational Background:

- **B.A. in Business Administration. Winchester University (UK).**
- **MBA in Strategic Management. Winchester University (UK).**
- **M.A. in Business Management – Banking & Finance. Kingston University (UK).**
- **Master's Degree in Marketing. Hellenic Management Association (Greece).**
- **Degree in Foreign Languages. Siena University (Italy).**

Languages: Greek, Italian, English

Memberships:

- Member of Ministry Committees for Natural Gas Technical Regulations
- Member of Greek MBAs Association
- Member of Board of Directors of Greek-Italian Chamber
- Member of the Hellenic Management Association
- Member of Board of Directors of Southeastern European Energy Forum
- Consular Representative of the Embassy of Italy in Larissa