WORKFORCE OF THE FUTURE
Dealing with Business Change & the Millennial Challenge

Key Speaker
Marco Morchio
Managing Director Accenture Strategy
Italy, Central Europe and Greece

For more information: +30 210 8920950, info@ceoclubsgreece.com, www.ceoclubsgreece.org
Key trends are completely reshaping the world we live from demographic perspectives (eg. millennials, Middle class, Aging), new business paradigms (eg. sharing Economy, on demand economy) and technology disruption (eg. Iot, Bid Data), we are in the "Big Bang Disruption" era, where business models are replaced very quickly.

Millennials is one of the key trends to look at: they are getting much more importance due to their increasing relevance in business decision-making (CEO on emerging champion), their relevance in drive future demand and finally they are the “energy” and the key enable to drive the change in established organization.

According to our recent Technology Vision five emerging technology trends are shaping this new landscape: Intelligent Automation; Liquid Workforce; Platform Economy; Predictable Disruption; Digital Trust. Although each trend starts with technology, the ‘People First’ theme flows through each of them.

High performers of the future won’t merely consume more technology. They will enable their people to accomplish more with technology. They will create new corporate cultures that use technology to enable people to constantly adapt and learn, create new solutions, drive change and disrupt the status quo.

To deal in such environments innovation is emerging as the “top priority” but at the same time, skill and capabilities lack emerge as the main constraints for company need to change, as confirmed in a recent Accenture Research. For company want to compete in today environment having a clear agenda about “People” is a key enable to succeed in long term.

The new talent “Agenda” needs to:
- **define** the new key factors which drive people having impact and success in long term
- **infuse** new skill and capabilities to make people works successfully in a continuous changing environment
- **enable** the right people to do the right things in an adaptable, change-ready, and responsive liquid workforce
- **track and measure** contribution according to new rules of the game and people expectation.

In the presentation, we will cover the above topics providing key example on how Leading Practices across the world are working to deal with current challenges
Keynote Speaker:

Marco Morchio
Managing Director, Accenture Strategy, Italy, Central Europe and Greece

Marco Morchio is managing director for Italy, Central Europe and Greece within Accenture Strategy. His role focuses on advising companies and governments on business strategy, operating models, digital strategies and innovation, cost management, customer strategies, human capital management, large-scale business transformation and organizational change. Mr. Morchio has more than 23 years of experience working for Accenture. Prior to assuming his current role, he spent two years as managing director for Accenture Management Consulting.

Mr. Morchio has held various local and international leadership roles and has deep skills in the aerospace and defense, communications, media and technology industries. He specializes in financial planning, business control models, industrial improvement programs, mergers and acquisitions, process optimization, multinational re-organizations, governance models, transformation programs, and the implementation of shared service centers. Mr. Morchio has a degree in economics from Università di Torino. He is based in Turin, Italy.
Panel Speakers:

Haseeb Ahmad
Managing Director, MSD Greece, Cyprus & Malta
Haseeb started his career at MSD UK as a Medical Sales Representative. Following Product Manager Positions at GSK and IVAX Pharmaceuticals UK, he joined Schering-Plough in 2002. Haseeb has demonstrated a strong track record over his last 12 years with Schering-Plough and then with MSD, and has held a variety of sales, marketing, management and market access roles with high responsibility.

Haseeb was appointed Business Unit Director at Schering-Plough UK. In this role he led the primary care portfolio, including the cholesterol joint venture between Schering-Plough and MSD. After the MSD – Schering Plough merger, Haseeb was appointed Strategy & Operations Director for MSD in the UK and played a pivotal role in the post-merger integration in the UK. Prior to his current role, Haseeb was Executive Director and Head of Strategy, Europe and Canada. Haseeb holds a Bachelor in Business and Marketing from the University of Bedfordshire and has also completed a 12 month Executive Management Program from the Wharton Business School, University of Pennsylvania.

Sandrine Galparoli
Country Manager, H&M Greece
Sandrine Galparoli is the Country Manager of H&M Greece, Bulgaria and Cyprus since September 2015. She has been working for H&M since 2000. She first started in France in the logistics field. She then developed as Store Manager of the H&M Flagship store in Boulevard Haussmann Paris. After 4 years she became Area Manager in Switzerland and then Country Manager for H&M Switzerland in 2009. Sandrine’s first job was in China for Adidas, in the logistic field. Her academic background is international trade. She holds a Master degree in international trade specialized in Asian Countries.

Antonis Tsiboukis
General Manager of Cisco, Greece
Antonis Tsiboukis has been appointed General Manager of Cisco in Greece, Cyprus & Malta since August 2011. Prior to this position he was, for two years, the Operations Director responsible for the Borderless Networks Architecture across the Mediterranean Geography. He has been with Cisco since January 1998, where initially joined as an Account Manager for Enterprise and Public Sector and has held management positions for the Enterprise, Public Sector and Service Provider teams since 2001. Before joining Cisco, Antonis Tsiboukis worked for Algosystems S.A., a major Greek Systems Integrator, managing the Enterprise and Service Provider business for the company since 1994. Antonis Tsiboukis is a graduate of an Electrical & Electronic Engineering Bachelor’s Degree and holds an MSc Degree in Microelectronics and Information Engineering by Liverpool Polytechnic in the UK.

Panel Moderator:

Kyriacos Sabatakakis
Country Managing Director, Accenture
Dr. Kyriacos Sabatakakis is based in Athens, and is the Managing Director of several Accenture entities in South East Europe, overseeing a practice of more than 500 Consultants. Although he has worked with clients in all industries, he specializes in the telecommunications, media and technology sectors, where he has been actively engaged for the last 25 years, not only in Greece and SE Europe, but also in Switzerland, the Middle-East and elsewhere. Kyriacos has led multiple projects in business strategy, operations, IT, digital services and with leading companies worldwide and assisted them in defining and implementing major transformation programs.

Kyriacos holds a BSc from Yale University, an MSc from Dartmouth College, and a PhD from the National Technical University of Athens in Engineering, having also followed the program of the Faculty of Economics at the University of Athens. He is a frequent speaker regionally and internationally in industry fora, and a moderator in multiple CEO summits.

He is fond of promoting excellence in education and for that reason supports the causes of charter schools.
## Agenda

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<td><strong>WORKFORCE OF THE FUTURE:</strong> DEALING WITH BUSINESS CHANGE &amp; THE MILLENNIAL CHALLENGE&lt;br&gt;with Marco Morchio&lt;br&gt;Managing Director, Accenture Strategy, Italy, Central Europe and Greece</td>
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<td>SURVEY FINDINGS&lt;br&gt;Georgia Kartsanis, President, CEO Clubs Greece</td>
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<td>PANEL DISCUSSION&lt;br&gt;&lt;br&gt;Panel Speakers:&lt;br&gt;Haseeb Ahmad, Managing Director, MSD Greece, Cyprus &amp; Malta&lt;br&gt;Sandrine Galparoli, Country Manager, H&amp;M Greece&lt;br&gt;Antonis Tsiboukis, General Manager, Cisco&lt;br&gt;&lt;br&gt;Moderator:&lt;br&gt;Kyriacos Sabatakakis, Country Managing Director, Accenture</td>
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MY EXECUTIVE TEAM

NAME 1

NAME 2

NAME 3

NAME 4

NAME 5

NAME 6

NAME 7

Table of 8 Executives: 1200€ 1000€

METHOD OF PAYMENT

- Deposit at Alpha Bank Account Number: 122002002013246 IBAN: GR820140122012200200213246
- Deposit at EFG Eurobank Account Number: 00260012310200742327 IBAN: GR270240120000310200742327

Important: Please make sure to include on the bank deposit slip, the name of your company or your name. It is necessary to send us the deposit slip by fax.