

Mike Trikoilis

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I am a strategic manufacturing operations leader with multi-site experience across the globe with expat assignments in South and Easter Europe as well as APAC. What is unique about me is that I combine technical knowledge and business acumen with strong financial understanding. I am passionate about inclusion and diversity, results driven, with attention to detail and respect for people.

I excel in strategic planning, M&A, footprint consolidation, turnaround assignments, P&L management, restructuring, vertical integration, and multi-site global manufacturing operations.

I am certified Lean Six Sigma Black Belt, PRINCE2 & PMP Project Manager with proven experience on strategic portfolio management, acquisitions, integration, transition, footprint & restructuring programs.

I am an OPA assessor, EBE assessor and have delivered plant managers training as well as CI and ELSS certification programs. I have completed the Advance Leader Zone in 2019 and going through Mid-Level Leader X currently.



Work History

2019 – Now

EMEA MANUFACTURING STRATEGY DIRECTOR

EATON, EMEA

- Designed cost-effective strategies for 15 manufacturing plants and multiple global distribution centers across Europe, Middle East, Africa, India and China.
- Direct industry 4.0 activities for the group and achieved world class model line status in PCBA and share best practices with other regions.
- Define, manage and report Group Capital Investments budgets >\$4.5M USD with best in division performance for multiple years in compliance with US GAAP.
- Forming and then sharing of best practices across program management, capital management, business case presentation and executive reporting.
- Restructuring and transformation project management across multiple sites globally.
- Set the manufacturing strategy for 5 sites and more than 750 employees affected.
- Relocated / Consolidated & Closed manufacturing plants and product lines across continents that resulted in 21% improvement on operating profit for ECH EMEA business.
- Reduced \$3M USD facilities cost by leading rooftop consolidations and vertical integration globally across UK, China, India, Norway, Germany, Romania, Italy, Spain
- Delivered 10% increase in net profit margins through effective strategic programs management on key product lines.
- Covering for interim roles when was needed on top of current responsibilities (Plant Manager, Quality, CI / OPEX)
- Developed digital regional KPI dashboards to consolidate information from 14 plants and enable effective communications for the operations team.

2016 - 2019

Global CI & OPEX Manager

EATON, Luton UK

- Trained, certified and developed a cross-functional team of employees in Lean Six Sigma methodology, involving 18 Green and 2 Black Belts
- Facilitated integration programs post M&A for business units to Eaton after acquisition through implementation of Eaton Business System, OPA and EBE coaching.
- Improved efficiencies and operating metrics through implementation of strategic roadmaps whilst maintaining world class balanced scorecard
- Delivered 5% year-on-year reduction on \$82M COGS across six different manufacturing sites and 15 distribution centers globally.
- Led all functions inclusive of HR, Safety, Quality, Supply Chain, Logistics, Finance, Sourcing, Purchasing, CI, Engineering, Customer Services, for the Luton plant in UK as interim plant manager.
- Controlled fixed and variable costs, maintaining record of productivity KPI's
- Minimized complexity on MTO and MRO business by leading business process improvements on E2E order to cash process.
- Achieved record service levels (>95% OTD) on ETO & MTO business whilst maintaining world class inventory levels.

2015 - 2016

CI & OPEX Head

B/E AEROSPACE, Leighton Buzzard UK

- Championed the delivery of Airbus A350 XWB capacity increase program resulting to 400% capacity increase for the Airbus final assembly line.
- Led dynamic lean business transformation, including new merge and acquisition strategy. Introduced new methods, practices and systems to reduce turnaround time.
- Drove successful plans for eliminating waste, reducing variance, improving manufacturing profits, and increasing service levels
- Supported Rockwell Collins acquisition while predicting cash flow, revenue, capitalization, and depreciation impact to balance sheet and income statement.

2014 - 2015

Senior Manufacturing Engineer

ATLAS COPCO, Global Technology Centre, Sussex UK

- Leading the manufacturing engineering team in the global technology center.
- Prepared annual budgets with controls to prevent overages.
- Collaborated cross-functionally to refine procedures, devise best practices
- Formulated processes to reduce downtime and financial loss
- Reduced process bottlenecks

2012 - 2013

Global Operations Leadership Development Program

ATLAS COPCO, Multiple locations (UK, South Korea & Czech Republic)

- Set up for a new manufacturing site in Lutin Olomouc Czech Republic.
- Streamlined operations using automation and developed processes to save on costs
- Led quality uplift programs in South Korea with full responsibility of client communications, managed record tracking and data communication activities

- Developed and implemented performance improvement strategies and plans to promote continuous improvement and prevent losses.

2009 - 2011

Supply Chain & Purchasing Engineer

KYKLADES MARITIME, Athens Greece

- Partnered with vendors and suppliers to effectively manage and budget.
- Negotiated with suppliers and vendors about contracts, policies and deadlines.
- Oversaw demand planning, purchasing and logistics globally for 64 vessels.
- Devised and executed annual purchasing plans and contracts.
- Drove cost reduction efforts for supply chain AOP to meet annual operations targets.



Education

2022

Executive Education: Business Strategy

Harvard University – MA USA (Remote)

2011- 2012

Master of Science: Renewable Energy Engineering

Heriot-Watt University - Scotland

2005 - 2010

Bachelor of Science: Mechanical Engineering

UTH - Greece



Accomplishments

- Eaton Business System trainer, EBE & OPA assessor
- In 2014 I was shortlisted on a national level in the UK and was a finalist for The Manufacturer of The Year awards in the young manufacturer of the year category.
- Registered inventor in EPO as I am a holder of two patented inventions during product development that were commercialized.
- IMechE chartered Engineer (CEng) & UK Engineering Council Member
- Career Mentor with HWU
- Dissertation Hons Award



Languages

Greek



English



French

