

Σπύρος Χατζηφώτης

Managing Director / Vice President, Board of Directors Sika Hellas S.A.

Seasoned civil engineer and business executive with over 40 years of experience in the construction chemicals sector. Founder and long-standing Managing Director of Sika Hellas, with a track record of exponential business growth, market expansion, and product innovation. Proven leadership in building strong commercial networks across Greece and Southeastern Europe. Expertise in waterproofing, thermal insulation, building physics, and technical marketing. Multilingual, goal-driven, and passionate about sustainable building solutions and organizational development. Specialization in the development of new markets, the creation of commercial networks and the design/development of new materials and applications for Civil Engineering projects.

Professional Experience

Greece | Jan 1995 – Present

- Founded the Greek subsidiary of Sika AG.
- Grew annual turnover from 0.1M CHF (1994) to 70M+ CHF (2025).
- Built commercial and technical networks across Greece and the Balkans.
- Developed and launched new product systems tailored to local markets.
- Drove innovation in materials for concrete repair, waterproofing and insulation.

Regional Manager, BU Contractors – Europe South Region

Sika AG

Jan 2011 – Dec 2013

- Regional Director for the Technical Applications Business Unit.

Area Manager, Southeastern Europe

Sika AG

Jan 2003 – Jan 2013

- Supervised operations in Greece, Cyprus, Bulgaria, Serbia, Kosovo, Albania, North Macedonia.
- Increased combined regional turnover to over 75M CHF.
- Coordinated cross-border teams and harmonized commercial strategy.

Regional Director, Business Unit Distribution – Southern Europe

Sika AG

Jan 2008 – Jan 2010

- Oversaw key Southern European retail/distribution markets.

Freelancer

Greece | 1992 – 1994

- Business development for Dow Hellas products and other companies.

Various Technical & Commercial Leadership Roles

Dow Hellas S.A. – Construction Division

Greece / Eastern Mediterranean / Turkey / Middle East

Jan 1984 – Jan 1992

- Sales Supervisor & Product Steward (Eastern Mediterranean).
- Developed new construction product lines (XPS, insulation systems).
- Expanded markets to Turkey and the Middle East.
- Established local production and distributor networks.

Technical Sales Engineer & Consultant

Various companies (STYROTHERM, POLYKEM, etc.)

Greece | Jan 1981 – Jan 1984

- Technical sales in insulation and waterproofing materials.
- Product development support for Dow distribution.

Education

Civil Engineering (Structural Specialty)

National Technical University of Athens (NTUA)

Athens, Greece

Postgraduate Executive Programs

IMD, Switzerland

Postgraduate Executive Programs – Technical and Marketing Training

Germany & Switzerland