

CURRICULUM VITAE

Name: **Fokion FOTIADIS, PhD**
Date/Place of Birth: 24 March 1951, Athens
Nationality: Greek
Civil status: Married, two children
Grade: AD16 1 since 2010

EDUCATION

1978: PhD in Economics/Econometrics (summa cum laude), Freiburg University, Germany
1974: Economics, Freiburg University, Germany

Professional experience:

July 2010 – to date: DIRECTOR-GENERAL DG DEVELOPMENT

January 2008 – to June 2010: DIRECTOR-GENERAL DG MARITIME AFFAIRS AND FISHERIES

January 2006 to December 2007: DEPUTY DIRECTOR-GENERAL RELEX

Responsible for implementation and further development of the ENP and bilateral relations with Eastern Europe, Southern Caucasus and Central Asia, Middle East And South Mediterranean.

- Overall evaluation and further strengthening of the ENP European Neighbourhood Policy
- Coordination of line DGs for the implementation of ENP
- Programming and strategic orientation of community programs “MEDA, TASIS, New ENPI, 12 billion euros over the new financial perspective”
- Regional cooperation strategies “Barcelona Process, Black Sea cooperation, Baku process”
- development and implementation of a coherent external policy for energy security
- Chief negotiator of agreements in the region “e.g. post PCA with Russia and Ukraine
- Conflict management and prevention and peace processes in the Middle East and Caucasus

May 2001 – Dec. 2005: Asia Director DG RELEX, Directorate H

Management and co-ordination of all aspects of EU policies in 23 countries in Asia (political, economic, trade, Partnership and Co-operation agreements, programming of EC assistance to Asia)

- Management of 75 staff in Directorate H and policy guidance and coordination of 17 Delegations in Asia with over 700 staff
- Development of comprehensive EU strategies and Action Plans for Asia, its sub-regions (South-East Asia, SAARC, ASEAN, ASEM) and individual countries

(China, India, Afghanistan) including the involvement of all line DGs with an external dimension of their policies.

- Conception and programming of EC assistance (Asia budgets, RRM, Uprooted people, by means of CSPs, NIPs) and of reconstruction and emergency programs (Afghanistan, Tsunami) with EUR 900 million per annum.
- Development of EU response to crisis situations (e.g., Indo-Pakistan conflict, Afghanistan reconstruction, Tsunami) and peace processes (Aceh, Sri Lanka)
- Chief Negotiator for all agreements with Asia including Partnership and Co-operation Agreements, Readmission agreements. Chairing of policy dialogues with US, Japan
- Chairing Joint Committees, SOMs, preparation of Summits, Ministerials, participation in Troika Director meetings
- Co-ordination with DGs, Member States, IFI's, major donors, relations with EP

Sep. 1998 - April 2001: Head of Delegation, EC Delegation, Bucharest

Large Delegation (80 staff) entrusted with monitoring the entire pre-accession and negotiation process for Romania and the design and implement the EU financial assistance (€700 million per annum) in a decentralised manner.

- Coverage of all aspects of EU policy (political, economic, trade, Europe Agreements, progress in pre-accession concerning all chapters of the *acquis*)
- Development of a solid EU policy in terms to political, economic and financial support in order to influence the reform process in a visible and tangible way. Policy advice to the Government.
- Preparation of the institutions, delivery mechanisms and projects to allow the country to access and absorb the new instruments ISPA, SAPARD and Regional Development funds.
- Management of PHARE under the decentralised system (Delegation assuming full responsibility in entire project cycle, including all contractual and financial aspects and financial control)
- Co-ordination with all Ministries, Agencies and Local Authorities
- Co-ordination with all DGs involved in pre-accession, Member States, IFIs NGOs, etc.

1997 – August 1998: Directorate General for External Relations, Head of Unit in charge of the “Relations with China, Hong-Kong, Macao, Taiwan and Korea”

Integrated desk involving development of global EU policy towards the countries and shaping of co-operation and assistance instruments to support EU political and economic objectives (political, economic, trade, contractual relations and all types of co-operation)

- Policy design and implementation (Communication adopted by the Council on building a comprehensive partnership with China in all domains of EU activities)
- Summits and Ministerial meetings, Joint Committees, Working Groups, Council's Groups
- Management of China co-operation programme with a budget of 65 Mecu per year and ongoing projects of 280 Mecu (enterprise reform, agriculture reform, environment, human resources development, industrial co-operation, legal reform and human rights, energy, transport)
- Negotiation of WTO accession of China and Taiwan
- Co-ordination of sectoral units with DG RELEX and other DGs
- Co-ordination with Beijing, Hong Kong, Seoul Delegations
- Co-ordination with other donors and IFIs

June 1995 – Aug. 1997: Directorate General for External Relations, Head of Unit in charge of the “Relations with Transcaucasus, Central Asia and Mongolia”

Integrated desk for 9 countries involving development of global EU policy towards the region and shaping of assistance instruments to support EUY political and economic objectives (political, economic, trade and contractual relations, and all types of assistance).

- Chief negotiator of Partnership and Co-operation Agreements (conclusion of PCAs with Georgia, Armenia, Azerbaijan, Uzbekistan)
- Chairman of Joint committees
- Management of TACIS technical assistance, budget of 110 Mecu per year, ongoing 300 MecuTACIS projects. Main orientation: agriculture reform and restructuring, food security; energy (INOGATE); transport (TRACECA); environment; enterprise support; human resources development
- Responsible for second food aid operation 197 Mecu in 1995/96 to Caucasus in co-ordination with DG VI, VIII, ECHO
- EU macro-financial assistance (in co-ordination with DG II)
- Commission’s representative in Council Group
- Co-ordination with EU Delegations in Tblisi and Almaty
- Co-ordination with other donors: US State Department, USAD, WB, EBRD, IMR, UNDP, WFP

1993 – June 1995: Directorate General for External Relations, Head of Unit in charge of “Relations with the New Independent States (except Russia) and Mongolia”

- Political, economic, trade and contractual relations with 11 NIS and Mongolia
- Development of global EU strategy for Ukraine, Caucasus and Central Asia
- Chief negotiator of Partnership and Co-operation Agreements (conclusions of PACs with Ukraine, Belarus, Moldova, Kazakhstan, Kyrgyzstan) Chairman of Joint Committee with NIS
- Responsible for first Food aid operation 1994/95 to Caucasus (204 Mecu) in co-ordination with DG VI, VII, ECHO

1990-1993: Directorate General for External Relation, in charge of the Relations with Central and Eastern European Countries

Negotiation of European Agreements with Poland, Hungary, CSFR, Bulgaria and Romania (N°2 of negotiating team). Responsibility for trade chapter (creation of free trade areas including anti-dumping and commercial safeguards, agriculture concessions), establishment of companies, capital movements and economic co-operation

- Head of negotiating team at technical level
- Author of Copenhagen paper opening future accession of these countries to the Union, further concessions in trade, approximation of legislation, etc.
- Desk office for Hungary
- Preparation of Joint Committees
- Representation at Council Groups

- 1987 – 1990:** DG Competition, Team Leader for State Aids in the motor vehicle industry
- 1986 – 1987:** DG Internal Market and Industrial Affairs, in charge of Industrial Policy
- 1981 – 1986:** DG Competition, in charge of General Policy and International questions including relations with US/Japan anti-trust authorities
- 1978 – 1981:** Senior Scientific Research Fellow, Institute of Applied Economic Research Tübingen. Consulting to German Federal Government on economic policy issues
- 1974 – 1978:** Scientific Assistant at the Institute of Econometrics of the University of Freiburg

Languages:

English, French, German (fluent)
Spanish, Italian (passive)
Greek (mother tongue)