

**Mr Dimitris Theodoropoulos,  
Information Security Sales Director, SE Europe,  
ORACLE Hellas**



**Short Curriculum Vitae (C.V.)**

Dimitris is a seasoned sales professional with more than 15 years of sales experience. He is highly skilled in solution selling and business development across various industries. He is currently leading the Oracle Information Security sales in South Europe focused on Identity Management and Database Security solutions. Prior to this Dimitris was managing the EMEA Network Applications business within Oracle's Communications Business Unit. Before that, he held a sales position in Sun Microsystems responsible for the Software Line of Business within Balkans cluster where he was focusing on Middleware and Identity Management solutions. He has also worked for Intracom Telecom in Greece focusing on Telco industry and leading products and solutions sales in CEE and Nordics cluster.

Dimitris holds a BSc in Physics and an MSc in Electronics and Telecommunications Engineering from University of Athens.

In addition, he holds an MSc in Management of Business, Innovation & Technology from University of Sheffield whilst he successfully concluded Management Acceleration Program in Said Business School, in University of Oxford.

**“Securing the Extended Enterprise”**

When we look at what is happening within the enterprise, we see that on every level, there are evolutions, transformations that are encouraging a fluidity of boundaries. The Extended Enterprise is about the always-on expectation from users, about a corporate environment that is no longer limited to the four walls of the enterprise. Essentially, the Internet has become the corporate network; a coffee shop has become the corporate office. Work is no longer a place...it's wherever you get inspiration...At the same time the growing use of social collaboration, the rising adoption of cloud computing and the proliferation of mobile devices they are creating a fundamental shift within the enterprise and security requirements.

Oracle security solutions from on-premise or cloud Identity Management platforms to database security solutions are ideal for building up security transformation projects and answer questions like "security on what perimeter" across any industry and any size organizations.