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# ACC DOCKET

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## Day in the Life: Katerina Galanopoulou

### Interviews and Profiles





## **Katerina Galanopoulou**

LEGAL AND COMPLIANCE COUNSEL FOR GREECE,  
CYPRUS, AND MALTA

SAP HELLAS

ATHENS, GREECE

**6:20 am**

The alarm goes off, and I tell myself *not* to check my emails. **I wake my six-year-old daughter and we have milk and homemade cookies (from Grandma) for breakfast.**

**7:25 am**

**The school bus picks up my daughter.**

**7:30 am**

**I practice some yoga routines** (as demonstrated at the SAP Legal Sprint Sessions).

**7:40 am**

**I have some more coffee while watching the news.**

**9:05 am**

**I leave home and drive to the office.**

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9:15 am

At the office (yes, I live very close!), I check on my urgent emails. **A major customer of our company needs some clarifications and guidance on the proper use of SAP software as per their contract.** I call the account executive for a brief alignment and then I prepare an email to the customer.

9:52 am

**I start working on my presentation for the Corporate Counsel Executive Training**, to be hosted by Nomiki Vivliothiki under the auspices of ACC and the Greek Association of In-house Counsel. I am very excited about this training! **As in-house counsel, we are so much more than lawyers, but usually do not fully understand this before we get such positions.**

12:30 pm

Lunch at the office. Today they serve my favorite: **chicken in tomato sauce with striftaria, a Greek pasta.**

12:50 pm

**I continue working on my presentation, focusing on effecting communication.**

12:54 pm

Urgent call from the sales director. **A big contract is currently being negotiated and the customer has some comments.** A conference call is set up and the customer's lawyer identifies the critical as well as the less significant issues that need to be resolved.

14:30 pm

The call ends. **The customer is happy because we managed to successfully address their main concerns.** I email the final version of the contract. They promise that they will sign it by the end of the day.

14:45 pm

**I pause to pour some fresh water into my bamboo vase, and my eyes rest on the magnolia tree outside my second-floor window.** I adore its flowers.

14:50 pm

**I respond to a couple of emails that need my attention.**

15:00 pm

I join the extended management meeting with sales, consulting, education, finance, and operations. **In these meetings, I get important information on what is expected for the month, allowing me to better schedule my time and availability.** They also constantly update me on the company's priorities, the challenges, and the business strategy.

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**17:05 pm**

The meeting ends. **Still no update on the contract signature that we have been expecting.**

**17:10 pm**

**Back to my office to approve some contracts.**

**18:00 pm**

**I prepare the corporate documentation requested by banks and vendors in the frame of their compliance policies.** These are not my favorite tasks, but someone needs to do them.

**19:35 pm**

I leave the office. **My daughter is waiting for me to have dinner together** (proper for her and light for me).

**20:10 pm**

**I put my daughter to bed, and we read some pages from the book *Around the World in Eighty Days*.**

**20:35 pm**

She is fast asleep. **I drink a glass of wine and read a book that I didn't manage to finish last August — *Homo Deus* by Y. Harari.**

**22:25 pm**

Message from the sales director: **"Contract signed!" (Yes!)**

**23:10 pm**

Off to bed. **I wish I had gone to sleep sooner, but at least I finished my book.**

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