Day in the Life: Katerina Galanopoulou

Interviews and Profiles





Katerina Galanopoulou

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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.

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.

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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