



Malt, a gift of nature

Iliana Axiotiades

Senior Advisor

Iliana Axiotiades is currently the Secretary General of COCERAL, which represents European traders in agri-commodities and agrosupply, and UNISTOCK Europe, the European association of portside storekeepers of agri-bulk commodities. She also acts as a Senior Advisor for EUROMALT, the European trade association for the malting industry.

Iliana is also Vice-President of the IGTC – the International Grain Trade Coalition, which brings together grain trade association on all continents across the globe.

Prior to her current role, Iliana spent six years with Johnson Controls where, as Director of Government & Trade Relations Europe, she worked very closely with the Power Solutions, Automotive and Building Efficiency businesses of the company to identify the policy drivers impacting their growth, and design strategies aimed at seizing the opportunities and mitigating the risks created by political decisions. She promoted European energy efficiency policies with the European Commission, Parliament and Member States governments, and was the company Lead for the TTIP negotiations.

Before joining Johnson Controls, Iliana held several positions in the agri-food sector over a 20-year period, as a consultant, as Managing Director of the European starch industry association, and in Cargill. She joined Cargill as Director of Government Relations for the Starch and Sweeteners Business Units where she played an active role in anticipating changes to EU policies and assess their impact on the businesses. Thereafter, she was appointed as Director for Business Development, leading an investment project in bio-ethanol, followed by a project aimed at determining the strategy for all Cargill's food ingredient businesses in Central & Eastern Europe.