



European Association representing the trade in cereals, rice, feedstuffs,  
oilseeds, olive oil, oils and fats and agrosupply

Comité du commerce des céréales, aliments du bétail,  
oléagineux, huile d'olive, huiles et graisses et agrofournitures

**Iliana Axiotiades**  
**Secretary General**

Iliana Axiotiades is the Secretary General of Coceral, which represents European traders in agri-commodities and agrosupply, Euromalt, which brings together the European malting industry, and Unistock, the European association of portside storekeepers of agri-bulk commodities. This involves managing the three associations and representing their interests with the European institutions, Member States and third country Permanent Representations to the EU.

Iliana is also currently acting as Vice-President of the IGTC – the International Grain Trade Coalition, and Lead of the IGTC's Plant Breeding Innovation Policy Team.

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. In particular, she promoted European energy efficiency policies with the EU 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, at the helm of the European starch industry association, and in Cargill. She joined Cargill as Director of Government Relations for the starch and sweeteners businesses where she played an active role in anticipating changes to the sugar regime. Thereafter, she was appointed as Director for Business Development, leading an investment project in bio-ethanol, as well as a project aimed at determining the strategy for all Cargill's food ingredient businesses in Central & Eastern Europe.