

Profile

- Experienced Sales Manager with a demonstrated successful history of working in various multinational finance areas in the industry direkt sales -network marketing
- Proven Sales Business Partner skilled in Business, Strategic Analysis and Reporting, Revenue Recognition, Contract Management, Business Process Improvement and Key Performance Indicators
- Proactive natural leader and decision maker, always motivated for new knowledge and challenges, interested in trends investigation and exciting conversations

Achievements

- Successfully managed ca. \$200 million budget per year including continuous departmental targets achievements by increasing efficiency, meeting budgets requirements and improving accuracy
- Worked on new approaches and on simplifying existing tools to support the different departements to become more efficient and meet the right decisions but also to improve the role of the Sales Business Partner in general
- Built and represented an established “bridge” between Operational “clients” and Finance through transparency and training by obtaining and enjoying a very good reputation
- Communication and operational identification and implementation within the scope of a DAO Management, Team Leadership and Organisation and integration of existing technology and infrastructure solutions for the developement of DAO
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Work Experience

2023 - 2025		real estate tokenization
2022 - 2023		renewable electricity / solar parks
2019 – 2022		Polis/Olympus Blockchain
		<i>DAO Business Manager</i>
2018 – 2022		BellaChain
		<i>Director of Growth</i>
09/2018 – 03/2019		Crypto Delta
		<i>CEO</i>
09/2017 – 08/2018		Avalon Network
		<i>Head of Eastern Europe and Middle east</i>
03/2016 – 06/2017		Smarty Israel
		<i>Sells Director/ Head of office</i>
12/2011 – 02/2016		Savway Global
		<i>CEO Serbia</i>
03/2008 – 12/2011		Lyones Austria
		<i>Leader turnover</i>

Education

07.2025	School of Economics, Plovdiv, Bulgaria University degree (Equivalent to Doctor) in Management
09/2021	<i>School of Economics Plovdiv, Bulgaria University degree (Equivalent to M.A.) in Economics</i>
09/2020	School of Economics Plovdiv, Bulgaria University degree (Equivalent to Bachelor's degree) in Finance Economics
09/2011	School of Food and Technology Plovdiv, Bulgaria University degree (Equivalent to Bachelor's degree) in Ingenieur Technologie

Skills

Languages	English / Bulgarian-proficient
IT Knowledge	Oracle, HFM, MS Office

Curriculum Vitae

Detailed Work Experience

2019 – 2022	Polis/Olympus Blockchain <i>DAO Business Manager</i> <ul style="list-style-type: none">• Development of the concept of a decentralized autonomous organization• Development and implementation of technical concepts• Monitoring of procedures related to the regulatory field of DAO and its implementation• Promoting the DAO outside the community• Organization and support of all structures of the community
2018 – 2022	BellaChain <i>Director of Growth</i> <ul style="list-style-type: none">• Intensive communication and teamwork with global department heads and members; involvement in important department decision making and capital investments• Intensive involvement in overall

	<p><i>restructuring activities (analysis, calculation, accounting, auditing)</i></p> <ul style="list-style-type: none"> • <i>Support the creation and release of an automated Centralized Scorecard Tool containing critical operational productivity measurements and data</i> • <i>Financial and operational metrics identification, calculation and analysis; various analyses related to process improvement and compliance</i>
09/2018 – 03/2019	<p>Crypto Delta</p> <p>CEO</p> <ul style="list-style-type: none"> • <i>Support the Global Inventory and Logistics Management in terms of mining facilities</i> • <i>Development and management, collaboration, introducing of Quality Management Systems</i> • <i>Assist the development and processing of technical mining models</i> • <i>Strategic partnerships with China</i>
09/2017 – 08/2018	<p>Avalon</p> <p>Head of Eastern Europe and Middle East</p> <ul style="list-style-type: none"> • <i>Support the Global department Industrial Operations and Environment – Strategy and Projects</i> • <i>Sales Business, Support and Coaching of different administrative departments, such as Legal, HR, Procurement.</i> • <i>Expand and streamline operational reporting capabilities</i>
03/2016 – 06/2017	<p>Smarty Israel</p> <p>Sells Director/ head of office</p> <ul style="list-style-type: none"> • <i>Support the digital project development and management, collaboratio , introducing and development of the sales departement</i> • <i>Assist the development and processing of quality models</i> • <i>Processing and administration support</i> • <i>Presentation and sales training</i>
12/2011 – 02/2016	Saveway Global
12/2011 – 01/2015	<p>Leader of turnover Bulgaria</p> <ul style="list-style-type: none"> • <i>Building of sales teams, training of public speakers</i> • <i>Analysis and discovery of trends and anomalies, savings opportunities, business improvements, preparation and sign-off of provisions, accruals and corrections</i>
03/2015 – 02/2016	

	<p><i>CEO Serbia Market</i></p> <ul style="list-style-type: none"> • <i>Detailed analysis of business productivity; closely work with operational heads and finance business partners</i> • <i>Support the creation and release of an automated Centralized Scorecard Tool containing critical operational productivity measurements and data</i> • <i>Provided support, presentation and training to Sr Management</i>
03/2008 – 12/2011	Lyonesse Networking Company
	<ul style="list-style-type: none"> • <i>Intensive communication and teamwork with global department heads and members; involvement in important department decision making and capital investments</i> • <i>Intensive involvement in overall restructuring activities (analysis, calculation, accounting, auditing)</i> • <i>Support of several Financial Planning and Analyses Systems</i>