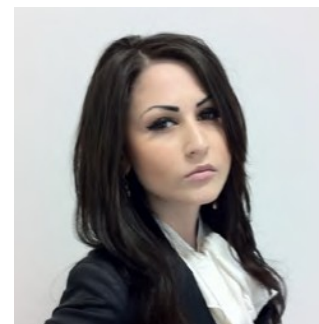


# Europass Curriculum Vitae

## Personal information

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Nationality Bulgarian  
 Date of birth 11<sup>th</sup> June 1990

Gender Female

Desired work position Project manager, Project development, Investment in real estate and financial instruments, Investment management, Financial specialist / manager, Marketing specialist / manager  
 Future educational field PhD program at University of Portsmouth  
 Desired education field Law and EU Law at Sofia University "St. Kliment Ohridski"

## Work experience

<p>Dates</p> <p>Occupation and position held</p> <p>Main activities and responsibilities</p>	<p>Since June 2020</p> <p>Financial Consultant</p> <p>consulting in regard to crediting, insurance, real estate and investment instruments</p>
<p>Name and address of employer</p> <p>Type of business or sector</p>	<p>Infinite Trust Ltd., 18 Todor Alexander Blvd., floor 5, office 5a, 1303 Sofia, Bulgaria</p> <p>Financial consulting services</p>

<p>Dates</p> <p>Occupation and position held</p> <p>Main activities and responsibilities</p>	<p>December 2019 -January 2020</p> <p>Executive assistant to the operating manager</p> <p>Organizing of company activities, delegation of all activities provided from the manager, financial reports, observation of company activities and activities of the branches of the company;</p>
<p>Name and address of employer</p> <p>Type of business or sector</p>	<p>ABC Global EOOD; 2 Ivan Abadzhiev Str., Sofia, Bulgaria</p> <p>Outsourcing to e—commerce companies</p>

Dates	Since Dec 2016
Occupation and position held	Financial Specialist and Manager of a Group
Main activities and responsibilities	Agency Agreement with DSK Bank Bulgaria and Allianz Bank Bulgaria. Preparation of business plans and all required documentation for obtaining credits, consulting services and negotiations with the financial institutions providing the credits. Team management and representation of insurance products under an Agency Agreement with Allianz Insurance AG, Germany and Allianz Insurance Company, Bulgaria. Management of employed brokers and other personnel for providing insurances and customizing them for the Bulgarian market. Managing all processes for product placement and promotion to increase the volume of insurances sought by loyal clients of the company and potential customers. Developing the original products by Allianz Insurance AG Germany to meet the needs of the target groups and separate customers (managing processes for promoting products to larger groups such as big companies, providing these insurances to their employed personnel, suppliers, partners, associates and families). Finding market niches and creating strategies for filling the gaps in the supply for life- and others insurances.
Name and address of employer	MK Management Ltd.; 10 Dimitar Manov Str., Sofia 1408 Bulgaria
Type of business or sector	Insurance Products sale and distribution
Dates	Since April 2015
Occupation and position held	Project Manager
Main activities and responsibilities	Risk management and Strategic planning of investment, Financial and legal advisory, investment and project management, office coordination, client relations, preparation of legal documentation, regulatory authorities relations, advisory on Bulgarian Investment Immigration Program and citizenship.
Name and address of employer	PRINZ VON PREUSSEN CAPITAL LIMITED AD, registered in the Trade register in the Registry Agency with UIC 203494225, having its headquarters and registered address in No.26 'Akad. Metodi Popov' Street, Sofia 1113, Bulgaria
Type of business or sector	Financial and investment advisory, wealth management. Investment in real estate, company shares, government securities and financial instruments
Dates	Since February 2015 CEO
Occupation and position held	Managing all processes and preparation of the documentation for acquisition of real estate in Bulgaria.
Main activities and responsibilities	Management of the acquired real estate and promotion for reselling the acquired properties. Evaluation of property, advise and preparing proposals for clients intending to invest in Bulgaria. Consulting clients for maximizing their profit. Providing consultancy for seeking properties, prices and the acquisition procedures. Preparation of all accompanying documentation for regular acquisition from physical persons/companies, from banks (three-side agreements mainly), from private judge and other. Preparing budgets and financial forecasts and plans for clients requiring to maintain, sell or rent out the acquired property. Providing consultancy to clients on acquiring property for receiving Bulgarian citizenship.
Name and address of employer	RS Management Ltd.; 10 Dimitar Manov Str., Sofia 1408 Bulgaria
Type of business or sector	Consultancy services in the field of real estate management. Financial consultancy and investment management

Dates	Since January 2015
Occupation or position held	CEO/ Project Manager
Main activities and responsibilities	Financial and legal advisory, investment and project management, office coordination, client relations, preparation of legal documentation, registration of limited liability companies in Bulgaria, regulatory authorities relations, advisory on Bulgarian Investment Immigration Program and citizenship.
Name and address of employer	Prinz von Preussen Ltd., Republic of Bulgaria, Sofia 1202, Region Oborishte, 40 Knyaginya Maria Luiza Boulevard, floor 2, ap. 6
Type of business or sector	Financial and investment advisory, wealth management
Dates	Since August 2014
Occupation or position held	Project Manager and Member of the Board of Directors
Main activities and responsibilities	Marketing and financial consulting, risk management, strategic planning of investment, trade and investment management
Name and address of employer	UNION FINANCE LTD., Elin Vrah No 2, 1463 Sofia, Bulgaria
Type of business or sector	Financial and investment management, property management, tourism, commercial and information services
Dates	Since February 2014
Occupation or position held	CEO
Main activities and responsibilities	Financial consultancy services, consultancy services for mergers and acquisitions, preparation of business plans, financial forecasts, budgets and providing advise; revising financial statements, presentations, forecasts and other documentation, conducting due diligence and preparing statements for acquisitions of companies and projects. Agency and consultancy contracts with Novis Insurance a. s., Slovakia - customizing and distributing the unique product of Novis Insurance a. s., Slovakia in order to to meet the needs of the Bulgarian market, developing investment programs as main part of the investment product to the insurances of Novis Insurance a. s., Slovakia in order to to meet the needs of targeted customers in the European Union.
Name and address of employer	IIM Management Ltd.; 10 Dimitar Manov Str., Sofia 1408 Bulgaria
Type of business or sector	Financial consultancy and investment management
Dates	Since August 2013
Occupation or position held	Consultant / Representative and Project Manager for Bulgaria and Austria
Main activities and responsibilities	Marketing, intermediation, preparation of legal documents and documents for tenders, representation in Bulgaria and Austria.
Name and address of employer	Delta Defense, Nám. Ľ. Štúra 2, 81102, Bratislava, Slovakia Production,
Type of business or sector	trade and maintenance of defense items and ammunition

Dates	Since August 2013
Occupation or position held	Consultant / Representative and Project Manager for Bulgaria and Austria
Main activities and responsibilities	Marketing, intermediation, preparation of legal documents and documents for tenders, representation in Bulgaria and Austria
Name and address of employer	Manurhin , 15, rue de Quimper, BP 2119 - 68060 Mulhouse, Cedex, France
Type of business or sector	Production of ammunition and machines for ammunition production, maintenance services of defense items
Dates	July 2013 – August 2014
Occupation or position held	Managing Director/ Project Manager
Main activities and responsibilities	Management of business activities, personnel, project management, marketing and financial consulting and management, control over business activities, financial management of the company, successful implementation of factoring financing of the trade operations of the company with the US customers through the company DS-Concept Factoring
Name and address of employer	GORMET FOOD IMPORTS LTD, Poruchik Hristo Toprakchiev Str. No. 10, 1504 Sofia, Bulgaria
Type of business or sector	Trade, distribution and marketing activities for food products. Investment in facilities and other types of investment for the development of food production facilities
Dates	Since June 2013
Occupation or position held	Managing Director/ Project Manager
Main activities and responsibilities	Management of business activities, personnel, project management, marketing and financial consulting and management, control over business activities
Name and address of employer	MK Management Ltd. - 24. Javorov Blvd., 1164 Sofia, Bulgaria
Type of business or sector	Investment in real estate and financial instruments, investment management, Property and facility management, consulting activities, real estate consulting services
Dates	January 2013- May 2013
Occupation or position held	Project Manager
Main activities and responsibilities	Project management for the development of a transport logistics terminal in Svilengrad, Bulgaria, organization of business activities, preparation of legal documentation, preparation of financial forecasts, budgeting and examination of business activities
Name and address of employer	Logistics Terminal of Svilengrad LTD. – 10 Dimitar Manov Str., 1408 Sofia, Bulgaria
Type of business or sector	Construction of development of transport and logistics facilities
Dates	December 2012- May 2013
Occupation or position held	Project Manager
Main activities and responsibilities	Intermediation, coordination of business activities, foreign investment management, management and coordination of the listing of a convertible bond emission on the Vienna Stock Exchange
Name and address of employer	Wertbau GmbH – Austria, number FN 115458 t, in 2604 Theresienfeld, Gewerbeparkstrasse 105/18
Type of business or sector	Financial investment (management of listed financial instruments – listing of bond emission on the Vienna Stock Exchange)

Dates	September 2012 – May 2013
Occupation or position held	Project manager
Main activities and responsibilities	Accounting and financial management, intra-group management of affairs, management of communication with subsidiaries and affiliates, investment management and management of operating activities of developing projects, recruiting of personnel, marketing management
Name and address of employer	United Capital PLC – United Kingdom, 95 KENT ROAD, GRAYS, ESSEX RM17 6DE
Type of business or sector	Investment Management
Dates	Since October 2012
Occupation or position held	Project manager
Main activities and responsibilities	Structuring and development of insurance company in Bratislava, Slovakia with affiliate facilities in Sofia, Bulgaria, financial planning and budgeting, financial forecasting and market research, recruiting of personnel
Name and address of employer	Novis Insurance a.s. – insurance company, BBC 1, Plynárenská ulica 1, 821 09 Bratislava, Ident. No. of Org.: 00681709, Incorporated in Company Register of Bratislava I District Court, Section Sa, File No.: 34/B
Type of business or sector	Life insurance
Dates	October 2012 – May 2013
Occupation or position held Main	Financial consultant/ Project Manager
activities and responsibilities	Financial consulting, research of foreign financial markets, advisory in regard to acquisition of financial institutions
Name and address of employer	Sofina AG - Ramistrasse 3, P.O.. Box 229, 8024, Zurich, Switzerland Finance, Financial consulting, financial and company management
Type of business or sector	Sofina AG – specialized trade division: bond emission organizing and consulting, OTC trading consulting, Bloomberg trading intermediation and control, advisory and management in regard to the listing of two convertible bond emissions on the Vienna Stock Exchange (in the amount of EUR 25 000 000 and EUR 35 000 000)
Dates	Since 2011
Occupation or position held Main	Sales Manager/ Project Manager
activities and responsibilities	Organization of business activities, Management of sales, Product positioning and Advertising control Regent Trade OOD – Sofia, Bulgaria
Name and address of employer	
Type of business or sector	Sale and Distribution of food products and beverages to corporate clients, catering

Dates	October 2010 – May 2013
Occupation or position held	Project Development/ Project Manager
Main activities and responsibilities	Project development, organizing of business activities, marketing research, project presentation, relations with the regulating authorities, management of the relations with regulators, preparation of legal documentation, research of legislation and legal requirements
Name and address of employer	Solar-Hold EAD – 79 Hristo Botev Blvd., 1303 Sofia, Bulgaria
Type of business or sector	Development and management of projects in the field of the energy, mainly related to renewable energy sources, photovoltaic power plants in particular
Dates	Since October 2009
Occupation or position held Main activities and responsibilities	Financial Consultant/ Project Manager Consulting services in regard to development and management of financial institutions (bank in Bulgaria, insurance company in Slovakia and other), consulting services in the field of acquisition of financial institutions, management of relations with the national institutions (Bulgarian National Bank, National Bank of Slovakia and other).
Name and address of employer	Posh Enterprises LLC - 103 Sham Peng Tong Plaza, Victoria, Mahe, Seychelles, company number: 097645
Type of business or sector	Consulting services in the field of management of foreign direct and indirect investment
Dates	October 2009 – May 2013
Occupation or position held	Office manager, Corporate Finance/ Project Manager
Main activities and responsibilities	Organizing of business activities, structuring of company operations and organizing of the personnel, preparation of legal documentation, marketing research, marketing management
Name and address of employer	Regent Capital AD – 10 Dimitar Manov Str., 1000 Sofia, Bulgaria
Type of business or sector	All types of construction and investment activities

## Education and training

Dates	1 <sup>st</sup> October 2013 – 28 <sup>th</sup> July 2014
Title of qualification awarded	Master of Business Administration in Finance
Principal subjects/occupational skills covered	Accounting, Operations Management, Organizational Behavior Management, People and Organizations, Marketing, Strategic Management, Management of Finance, Capital Markets and Derivatives, Risk Management and Strategic Planning.
Additional activities	Official representative of the students in front of examination and organization board in Cardiff
Name and type of organisation providing education and training	Cardiff Metropolitan University
Level in national or international classification	Higher Education
Dates	1 <sup>st</sup> October 2009 – 31 <sup>st</sup> May 2013
Title of qualification awarded	BA (Hons) International Finance & Trade
Principal subjects/occupational skills covered	International Finance, International Accounting, Marketing, Management, Statistics, Quantitative Methods, Behavioural Finance, Economics, Research Methods, Global Context
Additional activities	Official representative of the students in front of examination and organization board in Portsmouth
Name and type of organisation providing education and training	University of Portsmouth through program of International University College, Sofia, Bulgaria
Level in national or international classification	Higher Education

## Personal skills and competences

Mother tongue(s) **Bulgarian**

Other language(s)

Self-assessment

**English**

**German**

**Russian**

Understanding		Speaking		Writing	
Listening	Reading	Spoken interaction	Spoken production		
Excellent	Excellent	Excellent	Excellent	Excellent	
Excellent	Excellent	Good	Good	Very Good	
Excellent	Excellent	Excellent	Excellent	Very Good	

Social skills and competences	Communicative, high level of team work organizing and management of business activities, obtained through the work in Regent Capital AD and the holding's subsidiary companies and the studies in the International University College, Sofia.
Organisational skills and competences	Organization of business activities in a company holding structure, obtained through the work in Regent Capital AD and the holding's subsidiary companies, representative of the students in the university board of International University College and University of Portsmouth
Computer skills and competences	Microsoft Office Package, Internet, Auto Cad
Driving licence	Yes