

GALIN BOZHKO

Front End Developer

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Varna, Bulgaria



SUMMARY

Enthusiastic about technology and driven by a relentless desire to learn and excel, I am excited to embark on a new journey in front-end development. With a successful 7-year track record in sales, I bring a fresh perspective and a unique skill set to the world of IT. My solid foundation in JavaScript, HTML, CSS, and React has nurtured my passion for coding, inspiring me to create innovative and user-centric designs. I thrive on new challenges and aspire to push the boundaries of what's possible in the ever-evolving world of technology. I am eager to contribute my expertise to real-world projects and make a meaningful impact.

EXPERIENCE

Territory Manager

Servebolt

08/2022 - 02/2023 Remote

As a dynamic sales professional, I successfully managed and expanded sales in a specific geographic region, consistently surpassing revenue and market share targets.

- Taking the lead in formulating and implementing effective sales strategies that fuelled remarkable revenue growth, secured substantial market share, and consistently surpassed ambitious sales targets, delivering exceptional results.
- Building strong customer relationships through engaging business reviews, showcasing new product lines, evaluating current business operations, and presenting profitable opportunities to maximize customer satisfaction and retention.
- Skillfully managing pricing, gross profits, ROI, and negotiating customised pricing quotations between the company and end-user contracts, ensuring optimal profitability while maintaining mutually beneficial relationships with key stakeholders.

Senior Account Manager

HostPapa

07/2020 - 08/2022 Remote

- Cultivating and maintaining strong client relationships, ensuring exceptional customer satisfaction and loyalty.
- Providing effective leadership and mentorship to account management teams, fostering a high-performing and collaborative environment.
- Worked with an agile team of 12 members and provided end-to-end solutions for clients
- Staying up-to-date with industry trends and emerging technologies to maintain a competitive edge in the market.

EDUCATION

Bachelor of Administration (BA) Business

Wrexham Glyndwr University, Wrexham, UK

09/2016 - 04/2019

TECH STACK

JavaScript

React

React Native

React Redux

HTML/CSS

LANGUAGES

English

Native



Bulgarian

Native



French

Advanced



PASSIONS

Gym

Classic Car Restoration

Sports Cars

Reading Classic Literature

Hiking

EXPERIENCE

Aftermarket Sales Specialist

GoDaddy

06/2019 - 06/2020 Remote

- Sales Reporting and Analysis: Tracking and reporting sales activities, pipeline, and performance metrics. Analyzing sales data to identify trends, evaluate the effectiveness of sales strategies, and make data-driven recommendations for continuous improvement.
- Continuous Learning: Keeping abreast of industry trends, product updates, and market developments in the domain name aftermarket. Actively participating in training programs and acquiring knowledge to enhance sales skills and expertise.
- Market Research and Analysis: Conducting market research to stay updated on domain name trends, competitor activities, and customer demands. Analyzing market data and customer feedback to identify opportunities for new product offerings and enhancements to existing services.

Sales Associate, Uber, Chester

Uber

2012 - 2014 Chester

- Sales Target Achievement: Meeting or exceeding sales targets by presenting and pitching Uber's services, negotiating pricing and terms, and closing sales. Continuously seeking opportunities for upselling and cross-selling additional Uber services.
- Collaboration and Communication: Collaborating with cross-functional teams, such as marketing, operations, and customer support, to ensure smooth client onboarding and resolve any client-related issues. Providing feedback and insights to contribute to the enhancement of Uber's products and services.
- Representing Uber: Acting as a brand ambassador for Uber, adhering to company values and policies, and delivering a positive customer experience at all times.

PROJECTS

Translate-O

A Google Chrome extension that automatically detects the language of a highlighted text, translates it to English and replaces the original text with the translated version.

The Gym App

A gym tracker app, where one can track both their progress in the gym and also their daily / weekly macro intake.

TRANSFERABLE SKILLS

Communication and Negotiation



Analytical thinking



Problem Solving



Research



Sales Reporting and Analytics



Adaptability

