



Galín Bozhkov

FRONT END DEVELOPER

Profile

With an unwavering passion for technology and an insatiable drive to learn and grow, I am thrilled to embark on a new journey in front-end development. Leveraging my extensive 7-year experience in sales, I am excited to bring a fresh perspective to the table and utilize my unique skillset to create innovative and user-centric designs. My solid foundation in JavaScript, HTML, CSS, and React has fueled my passion for coding and ignited a desire to apply my skills to real-world projects. I am eager to dive headfirst into new challenges and push the boundaries of what's possible in the ever-evolving world of technology.

Employment History

React Developer

JANUARY 2022 – PRESENT

- Created a fully functioning Admin Panel for Ellingsen Technologies.
- Created an eCommerce site for Perfume & Beauty.
- Created 3 personal projects (more details below)
- Completed 4 specialized front end courses.

Territory Manager, Servebolt, Remote

AUGUST 2022 – FEBRUARY 2023

- Responsible for managing and growing sales within a specific geographic region.
- Developed and implemented sales strategies to achieve revenue and market share targets.
- Performed business reviews with customers to show new product lines, evaluate the current business, address new ideas and sell them on profitability.
- Managed pricing gross profits, ROI, and special pricing quotations between the company and end-user contracts.

Senior Account Manager, HostPapa, Remote

JULY 2020 – AUGUST 2022

- Consistently exceeded quarterly targets, often surpassing them by a remarkable margin.
- Provided 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.

Aftermarket Sales Specialist, GoDaddy, Remote

JUNE 2019 – JUNE 2020

- Successfully closed a lucrative \$500k agreement, as well as multiple other deals ranging from \$50k to \$100k.
- Analyzed sales data to identify trends, evaluating the effectiveness of sales strategies, and making data-driven recommendations for continuous improvement.

Details

+359 887828265

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Links

[Video CV](#)

[Personal Site](#)

[Linkedin](#)

[GitHub](#)

Skills

React

JavaScript

TypeScript

HTML/CSS

Communication and Negotiation

Languages

English

Bulgarian

French

Hobbies

Self Improvement, cars, going to the gym, creating content.

- **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

SEPTEMBER 2016 – APRIL 2019

- **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.

Education

Bachelor of Administration (BA) Business, Wrexham Glyndwr University, Wrexham, UK

SEPTEMBER 2016 – APRIL 2019

Grade: 2:1

Projects

(all projects can be viewed at <https://www.galinbozhkov.com/.com>)

- **The Perfume Website:** eCommerce site built on React and Node.js. It's components consist of a home page, user area, admin area, products page, about section.
- **Admin Panel:** Fully functioning admin panel. React, Next.js, Tailwind CSS.
- **The Galin Bozhkov Website:** a CV site built using React, JS, HTML5 CSS3 and Node.js. It's goal is to enhance my online presence, allow people to easily learn more details about myself and also download my CV / send me a message.
- **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.