

ILIYANA PANTALEEVA

Programmer with management skills and an English sense of humor

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Plovdiv, Bulgaria



PROJECTS

Fitness application

08.2022 09.2022 Sofia

https://fitness-tracking-app-411c1.web.app/

FunFitNess - SPA fitness tracker, the most important functionality for registered users to set goals and track daily activities on them. User can set their daily/weekly/monthly goals and track their progress. The project was created and built by a team of three members. It was a great pleasure to participate and build on our skills from the previous project.

- Technologies : React, Node.js, ES6, MUI, Firebase, Git.

Forum application for electricity car

08.2022 Sofia

An electric car SPA where the basic functionality for registered users allows them to create posts, add comments and like or dislike the things they like or dislike the most. The project was created and built by a team of three members. Support and respect are fundamental to our teamwork.

- Technologies : React, Node.js, ES6, MUI, Firebase, Git.

EDUCATION

Alpha JavaScript Track

Telerik Academy

03.2022 09.2022 Sofia, Bulgaria

- Validity of Telerik Academy Certificate

Master of Marketing and Management

University of National and World Economy

09.1994 11.1997 Sofia, Bulgaria

Bachelor of Accounting and Commercial Law

Academy of Economics "D.A. Tsanov"

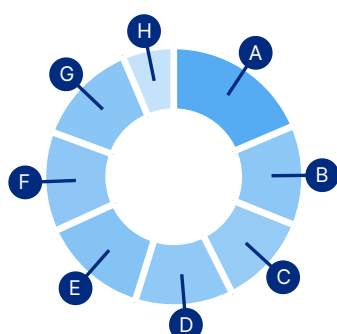
09.1996 10.1998 Svishtov, Bulgaria

MY LIFE PHILOSOPHY

Let your smile change the world but don't let the world change your smile.

Connor Franta

MY TIME



- A Managing the team
- B Family and friends
- C Negotiations with clients
- D Inspiring people
- E Teaming up to meet deadlines
- F Travelling
- G Listening to audio books
- H Swimming

SKILLS

JavaScript	React	Git	ES6	HTML
BI Tableau	CRM	Work card		

EXPERIENCE

National Key Account Manager

Orak Engineering LTD

08.2019 10.2021 Plovdiv, Bulgaria

- Development of software solutions in the field of trade and providing the possibility of remote communication to more than 158 companies.
- Active work with 16 corporate sales representatives, submission of 960 potential customers for contact monthly, assistance in conducting negotiations and effective closing of an 80 business transaction monthly.
- Direct work with 126 corporate clients in order to gain their own experience in this specific industry and introduce added value for software solutions in the field of trade.
- Increased sales by 23% year, while ranking first in total productivity (cold calls, demos, etc.).

Regional Manager - West Bulgaria

Seven Tops BG LTD

10.2016 07.2019 Plovdiv, Bulgaria

- Control and assistance of the 9 regional sales representatives to cover an optimal number of customers - 184 daily, as well as for full product coverage of 268 products.
- Direct work with 63 corporate clients on specialized brand.

Market Research and Expansion Manager

Sadat LTD

10/2009 - 09/2016 Plovdiv, Bulgaria

- Full assistance to the 6 offices in the country and central office on research and entry into uncovered regions of the country.
- Assistance in starting work with 126 new corporate clients.
- Creating through a platform and support of a company site - <http://sars.ovo.bg/> / HTML and CSS /.

LANGUAGES

Russian

Proficient



English

Advanced

