



ALEX STOYNEV

Project Manager

Contacts



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Sofia, Bulgaria

Skills

- Project Management
- Business Analysis
- Azure DevOps, Jira
- Agile & Scrum
- Payments integrations (Borica)
- Stakeholder Management
- Airline Systems
- Process Design
- Team Leadership
- Risk Management
- Technical Documentation
- People Management
- Scope & Budget Planning
- SEO
- Content QA
- Wireframing
- WordPress
- CRM Tools

Professional Summary

Results-driven Project Manager and Business Analyst with a fast-track career progression and a proven record of delivering high-impact projects within tight deadlines and budgets. Rapidly promoted from Business Analyst to Project Manager after independently leading multiple complex initiatives and building company-wide operational infrastructure. Skilled in Azure DevOps, Jira, process improvement, stakeholder communication, and people management. Respected by developers and business leaders alike for clear direction, accountability, and optimal execution.

Experience

Denshi AD

2024 - Present

Project Manager / Business Analyst

- Promoted from Business Analyst to Project Manager in under 1 year due to exceptional ownership, leadership, and results.
- Built and implemented the company-wide Azure DevOps infrastructure, including sprint workflows, backlog refinement, and delivery pipelines.
- Designed and enforced the standardized BRD template used by all BAs, enhancing documentation consistency and alignment.
- Delivered the most successful project in company history, praised by C-level stakeholders for its speed, quality, and business impact.
- Led end-to-end delivery of large-scale, cross-industry projects, including:
 - Secure payment system integrations (Borica)
 - Online insurance platforms with quoting, policy creation, and payment capabilities
 - Airline booking and check-in platforms, including UX flows and ticketing engines

Education

International Business School

- Business Administration
- Bachelor 2015 - 2019

Certificates

eFLAG/Univercity of DELAWARE

Legacy Company

- Business Analytics for Optimal Solutions
- 2022

PFG Trainings

- PHP and SQL Basics
- 2015

Languages

- English (Fluent)

- Insurance company portals, from full-stack website delivery to backend workflows
- Acted as both PM and BA on multiple initiatives, independently managing scope, estimation, risk, communication, and timelines.
- Recognized as the company's most productive project lead, with the highest volume of delivered projects.
- Built trusted relationships with developers and business stakeholders, ensuring high team morale and accountability.
- Initiated process improvements that cut project turnaround times and improved delivery predictability.

• KBC Global Services Business Analyst

2021 - 2023

- Delivered high-quality support for internal applications used across multiple business units.
- Conducted feasibility studies, functional specs, and stakeholder interviews.
- Defined AS-IS/TO-BE process maps and facilitated stakeholder negotiation sessions.
- Coordinated with external vendors and IT directors on multi-entity projects.
- Supported system design deliverables and contributed to solution wireframing and business rules.

• Succevo Solutions LTD Content Service Manager

2019 - 2021

- Supported project managers in website and virtual event planning.
- Owned QA, proofing, and compliance checks across product stages.
- Managed task assignment, documentation, and internal content flow.
- Contributed to cross-department process improvements based on frontline insights.

• SOS Locksmith LTD Website Administrator

2018 - 2019

- Built and maintained company WordPress website, including SEO and CRM integration
- Designed UI, banners, and campaigns while managing Facebook and email marketing.
- Led a small content and tech support team; coordinated updates and publishing workflows.