

Personal information



Name: **Toma Nikolov Nikolov**

Date of birth: **30 April 1987**

Nationality: **Bulgarian**

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Personal Statement

As an experienced Sales Manager, my tenacious and proactive approach resulted in numerous important contract wins. My excellent networking skills have provided my team with vital client leads, and my ability to develop client relationships has resulted in an 18% increase in business renewals for my current organisation.

I would now like to utilise the skills and experience gained from my eight years in Sales and undertake a new challenge as an Events Manager for an award winning Marketing agency.

Educations

Telerik Academy:

January 2015 – February 2016 (1 year 2 months)
Sofia, Bulgaria

University degree:

Plovdiv University „Paisii Hilendarski“
Bachelor: Informatics (part-time)
Plovdiv, Bulgaria (2012 - 2016)

High School:

Vocational School of Electrical Engineering and Electronics

Software Technologies & Tools

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Projects

Courses

Telerik Academy:

C# Fundamentals - Part 1
C# Fundamentals - Part 2
C# Object-Oriented Programming
HTML Basics
CSS Styling
JavaScript Fundamentals
JavaScript Object-Oriented Programming
JavaScript UI and DOM
JavaScript Applications
High-Quality Code
Databases
Data Structures And Algorithms
Web Services And Cloud (ASP.NET Web API)
JavaScript Single Page Applications (AngularJS)
End-to-End JavaScript Applications (Node.js)
Hybrid mobile application with NativeScript
ASP.NET Web Forms
ASP.NET MVC

Certificates

C# Developer Track



JavaScript Developer Track



Web Developer Track



Key Skills

- Advanced negotiation skills and experience dealing with big brands, including X, Y and Z
- Excellent account management, resulting in an 18% increase in business renewals achieved in my current position
- Extensive experience allocating and managing six-figure budgets

- Highly adaptable in dealing with organisational change, demonstrated when having to provide cover for outgoing Manager in a neighbouring region
- Excellent management and team development skills

Employment History

Regional Sales Manager, Location

(January 2012 – Present)

Achievements and responsibilities:

- Responsible for a team of 25 Sales Representatives
- Regional team achieved over £1million in revenue in a year for the first time ever
- Increased annual profit margin by over 5% on previous year
- 18% increase in business renewals
- Responsible for recruitment of all new staff

Education

College/School Name

(September 2004 – June 2006)

A-levels:

- Biology – B
- Mathematics – B
- Sport Science - C

School Name

(September 1999 – June 2004)

10 GCSEs, grade A-C, including Maths and English

References

References are available upon request.