

PERSONAL INFORMATION

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Date of birth	1 ██████

WORK EXPERIENCE

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| <ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities | <p>2023 – till today</p> <p>AKCOME Europe GmbH (www.akcome.com)</p> <p>Solar and Renewable Energy, HJT/Topcon/Perc PV panels, fix and tracker mounting structure manufacturer</p> <p>Sales representative Balkan region, (<i>Independent personal contract</i>)</p> <p>Responsible for the sale channel for some Balkan countries including Bulgaria, Macedonia, Albania, Serbia, Slovenia. Responsible for the sales and customers relations with EPC, Investors, Resellers, and distributors. Focus - Bulgarian market</p> |
| <ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities | <p>2022 - 2023</p> <p>“Kontrax Power Partner” Ltd. (www.sonnis-energy.com)</p> <p>Solar and Renewable Energy</p> <p>Executive Manager and CEO, (<i>Managerial Contract</i>)</p> <p>Responsible for the start-up setup, planning, organizing, and managing the company operations. Vendors and project offers. Project Management – engineering, designing solar project management</p> |
| <ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities | <p>2017 -</p> <p>“OnboardCRM” Ltd. (www.onboardcrm.com)</p> <p>ETL, Data maupulation, ITC Support Services</p> <p>Team Manager “Data Services”, (<i>Civil Contract</i>)</p> <ul style="list-style-type: none"> ❖ Managing responsible for a team (4 people) for all data operations and integration with Spothub and Salesforce, Database and Datalake operations with SFDC and Oracle instance including ETL. IT support operations and administration. ❖ Design, architecture and development of enrichment application-tool (http://data-enrichment-app.herokuapp.com/) as co-partnership. |
| <ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities | <p>2019 –</p> <p>“Kontrax” JSC (www.kontrax.bg)</p> <p>ITC Integrator</p> <p>Development Manager, Integrations, Robotics, Industrial solutions, (<i>Labor Contract</i>)</p> <p>Consultancy and development of new markets and IT technologies. Software and ITC architectures design</p> |
| <ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities | <p>2015 - 2019</p> <p>e-Hub ecommerce trade platform</p> <p>SAS Cloud solutions</p> <p>Development Manager, Integrations, (<i>Partnership with Kontrax JSC – 30% co-ownership</i>)</p> <p>Founder, CEO, eHub on-line store integration platform (www.e-hub.eu) together as co-partnership with “Kontrax” JSC (not active).</p> |

[Won H2020 "Seal of Excellence" for EHUB SAAS PLATFORM \(@H2020\)](#); with registered **patent model** "*Data communication in regard to integration techniques*" #2789U1 @Bulgarian patent registry (<https://www.bpo.bg>)

<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities 	<p>2003 - today</p> <p>Co-ownership "Cores Group" Ltd, (www.coresnet.bg)</p> <p>Local Telecom Operator Provider in Sofia city, Bulgaria</p> <p>Founder. CTO and Executive Manager (2003 - 2012). Currently co-owner.</p> <p>Internet, IPTV and Coax TV, PON, Wi-Fi / ISP and telco with 5000 subs in south-west Sofia Region.</p> <p>Handling 1M Euro annual revenue and managing >25 employees. Responsible for the establishing, planning, organizing, and managing the company operations. First and biggest installation of Appear TV (Norway) head-end in Balkans, Design, and development of first IPTV screaming platform in Bulgarian</p>
<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities 	<p>2005-2015 (Currently only co-owner)</p> <p>Co-ownership "Lancom Bulgaria" Ltd, (www.lancombg.com)</p> <p>IT&C distribution</p> <p>❖ Co-Founder</p> <p>❖ CEO and Executive Manager (2005 - 2015)</p> <p>Responsible for the start-up, planning, organizing, and managing the company daily operations, brands, partners and vendors. Setup of TP-Link partner/distributor in Bulgaria (starting 2006), Ubiquity, ZTE, Dahua, Mikrotik, <i>solar products, etc.</i></p> <p><i>Own networking brand "SeaMax" registered in Bulgarian patent agency!</i></p> <p>Handling over 10M Euro annual revenue and managing >25 employees (direct reporting).</p>
<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities 	<p>1999-2005</p> <p>"Tornado Systems" Ltd, Bucharest/Constanta, Romania (www.tornado.ro)</p> <p>Distribution with IT&C products</p> <p>Executive Manager (Country manager, Bulgaria)</p> <p>Establishing and leading Romanian company "Tornado Systems" Ltd office in Sofia, Bulgaria; \$4M in Y revenue and managing 22 employees.</p> <p>Responsible for the planning, organizing, and managing an ISO 90001:2000 certified company</p>
<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities 	<p>1995-1999</p> <p>"Tripp Lite Manufacturing", Chicago, IL, USA (www.tripplite.com)</p> <p>Uninterruptible Power Supply (UPS) Manufacturer</p> <p>Sales Representative for the Balkan region (Sales Rep.)</p> <p>Primary liaison between regional distributors and the manufacturer.</p> <p>Responsible for promoting and distributing the product in the region.</p> <p>Worked with > 20 large IT distributors in > Balkan countries (Slovenia, Croatia, Albania, Macedonia, Serbia, Romania, Turkey and Greece.</p> <p>>\$2M revenue was achieved.</p>
<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities 	<p>1994-1995</p> <p>"InfoGuard" Ltd., Sofia, Bulgaria</p> <p>Reseller IT&C products</p> <p>Sales Account & Product Manager for Zyxel (networking)</p> <p>Ordering products from vendors; sales activities to dealers and big accounts.</p>
<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities 	<p>1992-1994</p> <p>"Express Consult" Ltd., Sofia, Bulgaria</p> <p>Reseller IT&C products</p> <p>Service Engineer</p> <p>Assembling and installing PC's; service repair and maintenance.</p>

OTHER STARTUPS AS ENTREPRENEUR

1. "Novacom Group" Ltd (owner) with activities:
 - ❖ PV Solar Plant Projects, TELCO OTT and ITC support, security and audit services (www.novacom.bg);
Design and manufacture of 2P solar tracker "Arrow" and solar panels on glass for special architectures (own design and construction);
 - ❖ "ENYHUB" cloud solution for energy infrasture platform (www.enyhub.com);
 - ❖ "Revese" Brand - manufacturer EV charging stations and charging solutions (www.revese.com);
2. **"First private school in Bulgaria of programming and robotics Steve Jobs"**
(Registered 2017 as professional school in Minister of Education, Founder and owner (not active);

EDUCATION AND TRAINING

- | | |
|---|---|
| <ul style="list-style-type: none"> • Dates (from – to) • Name and type of organization providing education and training • Principal subjects/occupational skills covered • Title of qualification awarded | <p>2018 – March 2022 PhD study, <u>submitting the dissertation end of 2023 with topic: "Study on optimization models for navigation in a group of mobile robots."</u></p> <p>Technical University Sofia, Bulgaria,
Computer technology and communication Department
Artificial Intelligence, Machine Learning, Robotics, Telecommunications</p> <p>PhD/Doctorate in Artificial Intelligence. Summary: Exploring different methods of artificial intelligence called "swarm particles" (Swarm Intelligence), and collaboration between collaborative robots to optimize the path planning. Design and development of innovative navigation software model in Python for navigate group of mobile robots in formation under simulation environment using AI techniques so called "neuron map".</p> |
| <ul style="list-style-type: none"> • Dates (from – to) • Name and type of organization providing education and training • Principal subjects/occupational skills covered • Title of qualification awarded | <p>2003</p> <p>"Moody International Certification" based on "IRCA" organization requirements</p> <p>ISO 9001:2000</p> <p>ISO 9001:2000 Main Auditor</p> |
| <ul style="list-style-type: none"> • Dates (from – to) • Name and type of organization providing education and training • Principal subjects/occupational skills covered • Title of qualification awarded | <p>2001-2003</p> <p>„The Open University”, UK</p> <p><i>The Effective Management (BZB 654), Managing Customer and Client Relations (BZB 656), Managing Development and Change (BZB 751), Management of Capital (BZB 752); Financial Management (BZB 655)</i></p> <p>Certificate and Diploma of Management</p> |
| <ul style="list-style-type: none"> • Dates (from – to) • Name and type of organization providing education and training • Principal subjects/occupational skills covered • Title of qualification awarded | <p>1995-1999</p> <p>University of National and World Economy, Sofia, Bulgaria
Department Marketing & Management
Marketing and PR, Accounting, Corporate Management, Finances
Diploma thesis: "Managing of IT Distribution Channels"</p> <p>Master's degree in "Marketing & Management"</p> |
| <ul style="list-style-type: none"> • Dates (from – to) • Name and type of organization providing education and training • Principal subjects/occupational skills covered • Title of qualification awarded | <p>1985-1989</p> <p>Technical vocational school "S.M.Kirov", Sofia, Bulgaria</p> <p>Robotics, Electronics, Electro-technology
Diploma thesis: "Real-time Controller for Apple II"</p> <p>Technical "Engineer in Robotics" with Technical German Language specialization</p> |

PERSONAL SKILLS AND COMPETENCES

Acquired during life and career but not necessarily covered by formal certificates and diplomas.

MOTHER TONGUE

Bulgarian

OTHER LANGUAGES

English

- Reading skills Excellent
- Writing skills Excellent
- Verbal skills Excellent

RUSSIAN

- Reading skills Excellent
- Writing skills Basic
- Verbal skills Good

GERMAN

- Reading skills Good
- Writing skills Basic
- Verbal skills Basic

PERSONAL PROJECTS

- ❖ YouTube channel “Livebox” – live videos from BG concerts and artists (<https://www.youtube.com/liveboxbg>) > 2M views, >2000 members;
- ❖ Personal voice for Storytel (www.storytel.com) for book reading from Bulgarian author Kalin Vassiliev (2022) – currently in progress
- ❖ Collection Bulgarian ASR/TTS - https://github.com/antouanbg/Bulgarian_Linguistic.git

ARTICLES AND MEDIA

- ❖ [H2020 SME eHub project - engine behind the ecommerce scene with “Continuous Integration” – project got “Seal of excellence” award;](#)
- ❖ **Creator of patent model** for “Data communication in regard to integration techniques” #2789U1 at Bulgarian patent registry (<https://www.bpo.bg/>)
- ❖ **IEEE Xplore PhD author publications:** (1) “Emerging and secured mobile ad-hoc wireless network (MANET) for SWARM applications”; (2) “Colony Intelligence for Autonomous Wheeled Robot Path Planning”; (3) “Analysis of swarm application layer protocols (SALP) used in event-driven communication”; (4) “Protocol stack for hybrid short-range modular wireless transceiver”;

SOCIAL SKILLS AND COMPETENCES

Excellent interpersonal and communication skills. Experience in multicultural environment and multinational company. Very good psychologist and mentor of team.

ORGANIZATIONAL SKILLS AND COMPETENCES

Excellent skills in coordination of management team in different departments. Experienced in reviewing and selecting high quality employees (held over 300 interviews). Planning and budgeting the business. Excellent sales and negotiation skills. Proved to be a successful team builder and leader. Good reporting skills.

TECHNICAL SKILLS AND COMPETENCE

PV SOL software – simulation software for PV solar plants
Hands-on experience with IT&C industry
Cloud services (SAAS, PAAS) and networking and telecom technologies;
Embedded PCB design and schematic understanding;
Programming and software development (python, ruby, C++);
ETL and data lake is a centralized repository analyst and data integration technologies;
Siemens Logo! industry controller PLC programming and cloud solution integration;

ARTISTIC SKILLS

Very good writing competences – writing of technical articles, reports, PR materials and press (EN/BG)

AND COMPETENCES	
OTHER SKILLS AND COMPETENCES <i>Competences not mentioned above.</i>	Knowledge of "Balance Scorecard" theory and Emotional Intelligence in the Business Environment DAILY SPORTS: Skiing, Tennis, Swimming, Fitness, Jogging, Cycling
DRIVING LICENSE(S)	Yes, M, B
ADDITIONAL INFORMATION	Hobby: Robotics (ROS2), PCB design, SMART home, IOT, wireless (WLAN) Technology and radio communications; AI programming;
ANNEXES (IF NEEDED)	"THE OPEN UNIVERSITY" CERTIFICATES AND DIPLOMAS, "IRCA" CERTIFICATE, MASTER DEGREE DIPLOMA, TECHNICAL VOCATIONAL SCHOOL DIPLOMA, PHD DIPLOMA; DIPLOMA FOR GERMAN LANGUAGE TRANSLATOR, "TORNADO SISTEM" PERSONAL GRATITUDE, PI (PREDICTIVE INDEX) TEST REPORT, SEAL OF EXCELLENCE FOR EHUB SAAS PLATFORM (@H2020) ;