Borislav Bechev

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Skills and Languages

Technical:	Stata · Excel · Python (basic) · R (basic) · Tableau · MS Office Suite
Competencies:	Collaboration · Project Management · Analysis · Responsibility
Languages:	Bulgarian (native) · English (fluent) · Dutch (beginner) · Spanish (beginner)

Experience

Sep 2020 – Current
Relationship Manager / Associate (International Banking)
HSBC
Amsterdam, the Netherlands

Apr 2020 – Sep 2020
Associate (International Banking)

Sep 2019 – Apr 2020
Intern (International Banking & Liquidity and Cash Management)

- Managing a portfolio of international corporate clients.
- Evaluating whether new and recurring client requests are commercially viable and fit within the credit appetite of the bank by considering financial and non-financial factors.
- Acting as a sustainable finance champion within the team, driving our efforts to support our customers in their sustainability goals.
- Performing portfolio-level data wrangling, analysis, and visualization, related to income, assets, credit risk, bank products, deposits, and new business opportunities.
- Effectively communicating and managing expectations in a highly collaborative environment with multiple stakeholders and various associated projects running in parallel.

Sep 2017 – May 2018
Student Assistant – Economics, Finance, Statistics
Fontys University of Applied Sciences
Eindhoven, the Netherlands

- Assisting students with the subjects of Economics, Statistics, and Finance, in addition to guiding them through several long-term projects.

Aug 2016 – Jan 2017
Material Planning & Sales Intern
Lufthansa Technik
Sofia, Bulgaria

- Improvement of the sales process through enhanced use of existing data and increased automation.
- Classification and sales of aircraft materials.
- Communication with external and internal stakeholders.

Education

Sep 2018 – Oct 2019	MSc Economics and Strategy in Emerging Markets Maastricht University SBE /UNU-MERIT Maastricht, the Netherlands	
Feb 2017 – May 2017	MSc/BSc Business Economics – Exchange Semester Universita degli Studi di Trento Trento, Italy	
Sep 2014 – Jul 2018	BBA International Business and Management Fontys University of Applied Sciences Eindhoven, the Netherlands	
Sep 2009 – Jul 2014	Secondary Education, Mathematics Track First English Language School Sofia Sofia, Bulgaria	

Relevant projects and coursework

Factors affecting circular business practices, China and the EU (UNU-MERIT)

Investigating the factors affecting businesses' circularity efforts by employing a fuzzy set/Qualitative Comparative Analysis (fs/QCA) approach. The research focuses on the sectors of electric and electronic equipment, and fast-moving consumer goods in China and the European Union. Guided by researchers from United Nations University - Maastricht Economic and Social Research Institute on Innovation and Technology (UNU-MERIT) and additional to the Sino-European Circular Economy and Resource Efficiency (SINCERE) project.

Firm performance and inequality, Mexico (UNU-MERIT)

Investigating the relationship between within-firm inequality (proxied by employees' education level, employment type, and gender distribution) and firm performance (revenue per employee), using a fixed-effects regression model.

Deposits and risk-weighted assets dashboards (HSBC)

Design and implementation of dashboards to support the bank's staff and senior management by providing clarity on crucial aspects of the business – notably, deposits and risk-weighted assets. The process has involved identification of available internal information, data wrangling, matching sources to construct a relevant dataset, establishing a process for regular updates of the data, and ultimately constructing interactive dashboards to empower colleagues to make use of the available information.

Microfinance impact investment fund, India (Maastricht University, School of Business and Economics)

Designing a blended finance impact investment fund around SDG 3 – Good health and well-being in the context of the rural female population in India. The structure combines compelling investment performance with an evidence-based impact thesis. Additional considerations: non-financial beneficiary support; continuous impact evaluation; collaboration with investors and non-investor partners; relevant regulation in India; product pricing; economic impact; awareness of the socio-cultural environment; probability of default; and risk mitigation.

The Internet as a factor in the distribution of de facto political power (Master's thesis, 8.0)

Examining the relationship between Internet penetration and the distribution of de facto political power in a sample of 41 countries using a partial least squares path modeling (PLS-SEM) approach. The topic fits in the wider context of inclusive economic and political institutions. Supervised by Dr. Serdar Turkeli (UNU-MERIT).