Dimitar Dimitrov

[](https://github.com/dmd8901?tab=repositories) [](https://www.linkedin.com/in/dimitar-d-ababa256/) [](mailto:dmd_8901@yahoo.co.uk)

# Profile

I am a skilled data driven business analyst with 5 years’ experience in the financial services and e-commerce. I am conscientious, a strong communicator and committed to deliver clear, easy to follow procedures and documentation. I strive to obtain the highest business insights, through my practical knowledge of data science skills.

# Education

Bachelor of Arts with Honours, Business and Computing, University of Worcester, United Kingdom

(September 2010 – June 2013)

Engineering, Computers and Machines, Tsar Simeon Veliki, Targovishte, Bulgaria

(September 2003 – May 2008)

# Experience

Business Analyst, Blockchain Solutions, Bulgaria

(May 2017 – Present)

* Data mining using Python libraries, such as BeautifulSoup and Selenium.
* Processing, cleansing, and verifying the integrity of data used for analysis.
* Keep up-to-date with latest technology trends.
* Familiarity with SQL, Jira, Google Suite, Power BI, Tableau or other technical tools.
* Source and identify projects for potential investments or strategic engagements.
* Proactively staying informed about market trends, opportunities, risks and new projects, with a passion for the cryptocurrency and DLT industry.
* Monitoring compliance, fraud, KYC, AML, smart contract activity, trust, sentiment and safety, or other relevant operational domains.
* Testing decentralized payment processing and money movement technologies across multiple payment blockchain ecosystems.
* Understanding different types of DLT. Federated, Permissioned/Private, Prermissionless/Public, Hybrid and their consensus algorithms, such as Proof-of-Work (PoW), Proof-of-Stake (PoS), Proof-of-Authority (PoA), Delegated Proof-of-Stake (DPoS), and Byzantine Fault Tolerance (BFT).

Project Manager, Upwork

(August 2017 – Present)

* Managing stakeholders and a full-stack team
* Utilizing SDLC by ensuring successful project implementations by close progress monitoring based on valid project plans.
* Conducting analysis, reporting and research as required developing wire-frames.
* Developed prospect lists for sales activities. Tracks and reports activity and anticipated forecast.
* Managing and delivering other key tasks and initiatives across the business to help the business scale efficiently.

Business Developer & CEO, Techinfographics.com, United Kingdom

(July 2016 – March 2018)

* Researching and writing weekly market updates covering the most important developments in crypto, marketing, and other relevant topics.
* Researching and implementing new products and services.
* Prospecting and identifying new business leads using MailChimp, Ahrefs, SEMrush and other relevant SEO tools.
* Overseeing the lifecycle of each client, from initial prospection to following up on project satisfaction surveys and nurturing the relationship with previous clients.

Supply and Allocation Executive-SAP, Connect Group, United Kingdom

(April 2015 – August 2017)

* Annual Revenue - Achieve / exceed quota targets.
* Sales strategies - Develops effective and specific account plans to ensure revenue target delivery and sustainable growth.
* Data analysis to increase ROI and support the customer’s decision process.
* Review public information (e.g. new executive appointments, earnings statements, press releases) for the company and its competitors to remain updated on key industry trends and issues affecting the prospect.

# Extracurricular Activities

**Researched and implemented the marketing strategies for several online businesses.**

(September 2016 – November 2016)

* Keywords research and landing page optimization. The campaigns boosted the page visibility and increased the conversion rate by approximately 60%.

**Studying Data Science and programing with Python.**

(July 2019 – Present)

* Studying and practicing with various data visualisation and manipulation tools, such as Matplotlib, NumPy, Pandas, etc. The course has helped me to better understand various data sets and gain business related insights.

# Skills

SAP, Windows Server, HTML & CSS, Python, WordPress, Google Analytics, Google AdWords, SEO, MailChimp, ahrefs, Trello, Jira, PowerBI and Tableau.