

Hristo Kolarov  
Sofia, Bulgaria  
+359887196166 | hkolarov065@gmail.com

EDUCATION

University of National and World Economy	Sofia, Bulgaria
Master of International Business in English	2025
• <b>Master’s Thesis:</b> The case of Jeff Bezos and Amazon’s Global Expansion	
University of National and World Economy	Sofia, Bulgaria
Bachelor of Defense of Intellectual Property and Business in English	2024

WORK & LEADERSHIP EXPERIENCE

Deloitte	Sofia, Bulgaria
Tax Consultant	November 2025 – Present
• Conduct tax due diligence and advisory work for large multinational clients, analyzing financial and tax data to assess risks and transaction readiness.	
• Lead client interviews for individual and corporate relocations, clearly explaining applicable tax regimes and implications to support informed planning and compliance.	
• <b>Project Experience:</b>	
○ Independently manage a senior-level financial reporting project, calculating Tax Directors’ compensation and bonuses; build and maintain Excel models to streamline monthly reporting	
○ Streamline Tax due diligence processes to improve efficiency during peak engagement periods.	

Tide Platform	Sofia, Bulgaria
Member Success Executive	March 2025 – May 2025
• Executed B2B sales for financial services, engaging SME clients and exceeding daily and monthly targets during onboarding while rapidly mastering structured sales and client-communication techniques.	

HP Inc.	Sofia, Bulgaria
Service Delivery Manager Internship	September 2023 – September 2024
• Managed day-to-day service delivery for enterprise clients, acting as primary point of contact and handling change requests, escalations, and operational issues.	
• Monitored SLAs and performance metrics, preparing reports and leading service review meetings to drive issue resolution and continuous improvement.	
• Coordinated cross-functional teams (engineering, technical support, third-party vendors) to deliver solutions efficiently and support client onboarding and transitions.	
• Reviewed service performance reports and incident data to identify recurring issues and support better planning and prioritization of client requests.	

SKILLS, ACTIVITIES & INTERESTS

**Languages:** Fluent in English, Native in Bulgarian

**Certifications & Training:** CFA level I (Exam August 2026)

**Technical Skills:** Excel (financial modelling, data analysis).

**Activities:** Represented Bulgaria as a national-level wrestler; former professional athlete, now coaching fitness part-time.

**Interests:** Strong interest in financial markets and conducting financial analysis. Avid reader of history, with an interest in drawing parallels between leadership traits of historical figures.