

Hristo Kolarov

Sofia, Bulgaria

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EDUCATION

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

WORK & LEADERSHIP EXPERIENCE

Deloitte <i>Tax Consultant</i>	Sofia, Bulgaria 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.	
• Project Experience:	
○ 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 <i>Member Success Executive</i>	Sofia, Bulgaria 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. <i>Service Delivery Manager Internship</i>	Sofia, Bulgaria 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.