



MARTIN KARASTOYANOV

Web Developer

📍 Aschaffenburg, Germany

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📁 [Portfolio website](#)

🌐 [LinkedIn profile](#)



Full-stack web developer with background in real estate and B2B tech sales looking to join a team focused on

improving the online presence of companies by creating and supporting their websites. Proven ability to build and maintain long-term customer relationships as well as achieving monthly targets of around 500k in sales. Extensive knowledge in most popular programming languages, frameworks and libraries.

EDUCATION

B.S. in Real Estate Economics

University of Economics – Varna
Varna, Bulgaria | 2011-2015

LANGUAGES

BULGARIAN	● ● ● ● ● ●
ENGLISH	● ● ● ● ● ●
GERMAN	● ● ● ● ○ ○
RUSSIAN	● ● ● ○ ○ ○

TECHNICAL SKILLS

JavaScript, TypeScript, HTML, CSS, Bootstrap, React, Angular, jQuery, Redux, Node.js, Express, MongoDB, PostgreSQL, Heroku, Jest, Cucumber

PROJECTS

myFlix App

Server and client-side application built with the MERN stack and Angular where users can view movies from a database and add them to a favorites list in their account. [See it live](#) or [See it on GitHub](#)

Meet App

A serverless, progressive web application with React, built using a test-driven development technique and Google Calendar API to fetch upcoming events. [See it live](#) or [See it on GitHub](#)

FURTHER EDUCATION AND COURSES

FULL-STACK WEB DEVELOPMENT

CareerFoundry | April 2021 – September 2021

GERMAN LANGUAGE COURSES (B1-B2+)

Euro-Schule | Aschaffenburg, Germany | May 2019 – October 2020

RECENT WORK EXPERIENCE

RENEWALS SALES REPRESENTATIVE

ServiceSource | Sofia, Bulgaria | July 2018 – August 2018

Navigated business clients through all software solutions offered by the company and provided a detailed presentation of the benefits, as well as tailor-made offers, in order to help them make an informed purchase decision. Managed to extend 95 percent of my clients' expiring license subscriptions in just 2 months.

ACCOUNT MANAGER

Ingram Micro | Sofia, Bulgaria | September 2016 – April 2018

Managed a portfolio of over 600 business accounts through building and maintaining long-term customer relationships. Achieved monthly targets of around 500k in sales by identifying the solutions corresponding to the client's requirements, negotiating prices and providing quotations for hardware and software products from a variety of manufacturers. Led extensive daily communication with all company departments and participated in product trainings organized by leading hardware suppliers such as Microsoft, Cisco, HPE, Dell, Lenovo, Acer and Asus.

ENGLISH TEACHER

Britanica | Burgas, Bulgaria | January 2015 – September 2016

Prepared and delivered engaging classroom lectures to students from different age groups by adapting teaching methods to best help them succeed. Achieved an average of 90 percent enrollment for a next level course. Organized advertisement campaigns for recruiting new students, assessed placement tests, conducted interviews and consulted clients about the opportunities to improve their language skills.