

MARTIN KARASTOYANOV

Web Developer

📍 Aschaffenburg, Germany
☎ 0176 369 2289
✉ martin.karastoyanov@gmail.com
📁 [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 and libraries like JavaScript, HTML, CSS, React, Angular and Node.js.

EDUCATION

B.A. in Real Estate Economics
University of Economics – Varna
Varna, Bulgaria | 2011-2015

CERTIFICATIONS

Full-Stack Web Development
CareerFoundry
April 2021 – September 2021

LANGUAGES

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

PROJECTS

myFlix App

Server and client side application using 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](#)

COURSES

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 (Temporary)

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.

ACCOUNT MANAGER

Ingram Micro | Sofia, Bulgaria
September 2016 – April 2018

Managed a portfolio of over 600 business accounts, built and maintained long-term customer relationships. Identified the solutions corresponding to the client's requirements, negotiated prices and provided quotations for hardware and software products from a variety of manufacturers.

ENGLISH TEACHER

Britanica | Burgas, Bulgaria
January 2015 – September 2016

Prepared and delivered classroom lectures. Evaluated students' classwork and provided appropriate feedback. Participated in advertisement campaigns for recruiting new students, assessed placement tests, conducted interviews and consulted clients.