




# Deyan Denev





## Personal Details


 Deyan Denev

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 Date of birth:  
14 January 1983

 Nationality: Bulgarian

## Skills

Business Acumen	● ● ● ● ● ●
Result-oriented	● ● ● ● ● ●
Go getter	● ● ● ● ● ●
Microsoft Office	● ● ● ● ● ●
SPSS	● ● ● ● ● ●

## Languages

English	● ● ● ● ● ●
Bulgarian	● ● ● ● ● ●
Spanish	● ● ● ● ● ●
Russian	● ● ● ● ● ●

## Hobbies and Interests

- Playing Football
- Cooking
- History

## Profile

Main focus of my professional background includes sales support of business-to-business activities and achieving targets for growth. My professional mindset is based on the realization of commercial goals and delivering results. Current key responsibilities include achieving targets for growth and customer satisfaction. More earlier experience includes also tasks to deliver support to other team members and after-sales monitoring.

## Education

**MSc Business Administration (completed)** **09/2016 - 02/2018**  
University of Amsterdam

**MSc Finance (completed)** **2011 - 2014**  
University of National and World Economy, Sofia, Bulgaria

**BA History and Ethnolgy (completed)** **2001 - 2005**  
University of Sofia, Bulgaria

## Work Experience

**CS Partner Specialist** **03/2018 - present**  
Booking.com, Amsterdam

- Provide commercial advice to business partners ranging from large hotels to small and medium business owners
- Deliver on-time technical and sales support to business partners

**Mortgage Sales Team Leader** **01/2015 - 08/2016**  
Postbank (postbank.bg), Sofia, Bulgaria

- Accomplishment on a team level of double-digit percentage growth in six consecutive quarters (2015 and Q1/Q2 2016)
- To monitor and provide support of 200+ small and medium business accounts and foster long-term relationship across sales channels
- Accountable for achieving team targets for KPIs mainly related to time-to-money and time-to-market

**Sales Manager Distribution Channels** **08/2012 - 12/2014**  
Postbank, Sofia, Bulgaria

- To monitor and support 50+ large business accounts across sales channels
- To navigate strategies for penetration of new market niches and key demographics
- Direct reporting on monthly, quarterly and on-demand basis to the sales department manager and the business unit manager

**Morgage Sales Expert** **07/2006 - 07/2012**  
Postbank, Sofia, Bulgaria

- Key responsibility - realization of commercial targets
- To generate sales leads and provide financial advise to customers

## References

References available upon request.