

# YORDAN TODOROV

STUDENT | FUTURE-ORIENTED TECHNOLOGIST

## CONTACT

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## PROFILE SUMMARY

Creative, motivated, and highly adaptable university student pursuing a degree in Artificial Intelligence, bringing a strong foundation in **digital marketing, technical proficiency, and client relationship management**. A fast learner adept at solving problems, managing complex projects independently, and translating customer needs into successful business strategies. Seeking to leverage analytical and technical skills in an innovative internship environment.

## EXPERIENCE

### Independent Digital Marketing and Sales Consultant

2020 – 2024 | Remote/Freelance

- **Developed and executed targeted digital marketing strategies** across various online platforms, demonstrating a data-driven approach that led to consistent consumer engagement and sales growth.
- Managed all aspects of **Client Relationship Management (CRM)**, focusing on personalized communication to build a loyal customer base and achieve high retention rates over four years.
- Utilized **performance analytics** and A/B testing principles to optimize content visibility and marketing funnels, gaining practical experience in market adaptation and competitive positioning.

### Resident DJ and Entertainment Specialist

05/2023 – Present | Zabranena Muzika

- Cultivated **strong adaptability and analytical skills** by continuously "reading the audience" to curate and execute musical programs that consistently maximized guest engagement.
- Demonstrated **high-level creativity** and **technical precision** in seamlessly blending diverse audio elements, ensuring a cohesive and professional final product.

- Honed **public speaking and high-confidence communication** by performing live in high-energy settings, effectively interacting with clients and venue staff to ensure successful events.

## Warehouse Logistics and Delivery Support

12/2023 – 02/2024 | ECONT Delivery Warehouse

- Successfully managed timely and accurate handling of inventory, adhering to strict logistical procedures and safety protocols.
- Collaborated effectively within a fast-paced team environment to ensure efficient loading and unloading operations, demonstrating reliability and strong work ethic.

## TECHNICAL PROJECTS

### Freelance Web Development & Deployment

Summer 2024 | Consulting Project

- Demonstrated **full project ownership** by designing, coding (**HTML, CSS, JavaScript**), and independently deploying a professional corporate website for a local service company.
- Managed the end-to-end process, including **UI/UX design, front-end development, and setting up web hosting** and domain services.
- Successfully delivered a functional online presence, showcasing skills in practical application of web technologies and client-focused delivery.

## EDUCATION

### JKU Linz - Artificial Intelligence

2024 – Present | Linz, Austria

- *Currently pursuing studies in AI and Computer Science.*

### University of Ruse "Angel Kunchev"

2021 | Ruse, Bulgaria

- *Voluntarily withdrew to pursue opportunities aligned with the **Artificial Intelligence** field and gain practical business experience.*

### Professional High School of Electrical Engineering and Electronics "Apostol Arnaudov"

2016 – 2021 | Ruse, Bulgaria

- **Specialization in System Programming:** Developed foundational knowledge in hardware-software interaction, operating systems, and low-level code implementation.
- Completed practical projects focused on electrical circuit design and implementation of

automated electronic systems.

## SKILLS & EXPERTISE

CATEGORY	SKILLS
Web Development	<b>HTML, CSS, JavaScript</b> , Website Design & Planning, Web Hosting, Website Support
Media & Creative Tools	Adobe Photoshop, CapCut, Sony Vegas Pro, Audacity, OBS Studio, ChatGPT Integration, Video Editing
Systems & Tools	Microsoft Office, Cursor, Zoom, Apple iOS/Mac OS, Android Devices, iOS Tools & Emulators
Professional	Audience Analysis, Market Positioning, Sales Optimization, Content Strategy, High-Confidence Communication, Networking & Contact Creation, Project Management

## INTERESTS, ACHIEVEMENTS, & LANGUAGES

CATEGORY	DETAILS
Languages	Bulgarian (Native), English (Fluent), Serbian, German, Russian (Conversational)
Professional Ballroom & Latin Dancer	Achieved B-Class (Latin) and A-Class (Standard) in national competitions, demonstrating <b>discipline, commitment, and ability to perform under high pressure.</b>
Interests	<b>Competitive Strategy Gaming</b> (Develops complex problem-solving and long-term planning), <b>Electronic Music Production</b> (Enhances creative application of technical tools and audio editing skills)

