

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 Kanchev"

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	HTML, CSS, JavaScript , 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 discipline, commitment, and ability to perform under high pressure .
Interests	Competitive Strategy Gaming (Develops complex problem-solving and long-term planning), Electronic Music Production (Enhances creative application of technical tools and audio editing skills)

