

# MIHAIL MIROSLAVOV MIHAYLOV

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Location:  
Sofia, Bulgaria

Date of birth:  
2<sup>th</sup> of May 1978



## ACHIEVEMENTS



**15+ years**  
In sales and management



**Member**  
of Talent Program  
in Germanos & Globul



**Developed**  
SOHO Department Team



**WEB**  
Creating and developing  
web sites & e-commerces

## LANGUAGES

**Bulgarian** Native

**English** In work level

**Russian** In work level

## SOFT SKILLS

**Strong moral principles and loyalty**

**Persistence in executing despite  
difficulty or delay**

**Empathic listening and persuasive  
speaking**

**Strong Corporate & B2B sales skills**

## MANAGEMENT AND SALES EXPERIENCE



### Sales & Marketing Parallel LTD



10 / 2016 – Till now Sevlievo, Bulgaria

Creating and Developing all of sales and marketing strategies of  
**NANI** brand – Mattresses and Sofas

- Managing social networking communications
- Branding all dealers of the company by merchandising standards
- Creating and developing all of company websites
- Creating and managing all of company monthly promotions
- Communicating with all of media agencies and TV producers
- All others functions and responsibilities – if ask

### Retail Sales Manager TV NET Services



10 / 2015 – 07 / 2016 Sofia, Bulgaria

Managed retail sales and company stores network of  
TV NET Services.

- Developed and monitored marketing activities and sales process  
in the company stores network.

### SOHO Department Supervisor (Small Office and Home Office) Cosmo Bulgaria Mobile EAD / Telenor



04 / 2011 – 06 / 2014 Sofia, Bulgaria

Developed, organized and second in a department responsible for  
customers with small and m.sized enterprises.

- Increased every client revenue and reached a 30% sales growth  
without any amendment.
- Worked close with the Department Manager, to set department  
vision, hired team of over 35+ people in whole country area.
- Acquired over 1 000 clients by managing their needs and  
creating new services and values.
- Developed and implemented the **1<sup>st</sup>** weekly e-Bulletin,  
for SOHO Sales division.
- Developed telemarketing team needs, which later served the  
whole department.



## JOB-RELATED SKILLS

### Leadership

### Build & Manage Teams

### Sales & Marketing

### Deadlines and Time limitations execution

### Human Resources

### Microsoft Office

### Facebook, Google & Social Media

### Digital & Traditional Advertising



## EDUCATION

### Master Degree in Business Management

#### Technical University of Gabrovo

2000 – 2006 Gabrovo, Bulgaria

All other certificates – If ask



## DRIVING LICENSE

### Category - A , B , C , M , T

1996 – Present

Experienced driver

### Retail Store Manager Germanos Telecom Bulgaria EAD

GERMANOS

11 / 2006 – 09 / 2010 Sevlievo, Bulgaria

Managed retail shop – sales, merchandising, train sales assistance, communicated with company departments and state institutions.

- Awarded in TOP 100 employees of the company, and involved in Germanos Academy Talent Program.
- Honoured additional monthly loyalty salaries bonus.
- Increased sales revenue in store, over 30% from beginning.

### Regional Sales Manager Jeff CO



02 / 2006 – 11 / 2006 Veliko Tarnovo, Bulgaria

Managed the retail sales division of Jeff CO stores in the north area of Bulgaria.

- Led and organized 10 stores and 50+ employers

### Senior Sales Representative MobilTel EAD



06 / 2005 – 01 / 2006 Veliko Tarnovo, Bulgaria

Developed new business opportunities and expanding clients' base on the territory of Bulgaria's north region.

- Acquired over 30 clients by managing their needs and creating new services and values.

### Sales Representative Agrima AD



06 / 2004 – 06 / 2005 Sevlievo, Bulgaria

Selling the company products FMCG – Soft Drink's - Pepsi, Mirinda, 7UP, Aqua Diva & Prisun Juices, in Sevlievo Municipality region.

- Increased sales of products, and providing excellent brand positioning in the hot and cold market.
- Acquired over 100 clients by managing their needs.

