

MIHAIL MIROSLAVOV MIHAYLOV

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Phone:
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Location:
Sofia, Bulgaria

Date of birth:
2th 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-comerces

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 Director Parallel EAD



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 **1st** 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.

