

NIKOLA DIMITROV

I study, apply and teach success strategies

+359 885 87 12 27

success@nikola-dimitrov.com

www.nikola-dimitrov.com

Sofia, Bulgaria



WORK EXPERIENCE

Founder

GoProAcademy.bg

2016 - ongoing Sofia

www.GoProAcademy.bg

An academy for the support and growth of network marketing professionals.

- Providing support to entrepreneurs that want to build their wealth through the power of network marketing
- Providing personal growth and business development seminars
- Providing personal coaching to individual clients

BPI Business Solutions Specialist

Ingram Micro Bulgaria

May 2016 - ongoing Sofia

www.ingrammicro.com

Wholesale provider of technology products and supply chain services

- Analyze business data and operational data
- Project management
- Coaching and development of others

Honorary Teacher

City College

Oct 2011 - ongoing Location

www.citycollege.sheffield.eu

International Faculty of the University of Sheffield, Sofia, Bulgaria

- IT Skills for Business
- Information technology for management
- Decision making with IT

Lean Navigator, Lean and Process Management

Raiffeisenbank Bulgaria EAD

Feb 2013 - May 2016 Location

www.rbb.bg

Banking

- Focus on creating value for the customer
- Improvement of operating systems
- Enhancement of management infrastructure
- Mindset and behavioral change
- Developing customized trainings and simulations on Lean transformations and Coaching
- Performance coaching sessions

PASSIONS



Studying, applying and teaching success strategies



Motivating and supporting people



Playing and teaching volleyball

STRENGTHS



Motivator



Paradigm shifter



Strategist

SKILLS

Presentation skills



Coaching and Mentoring



Training design and implementation



Negotiation & Conflict management



Lean consulting



Business strategy and problem solving



FORMAL EDUCATION

MSc Technology & Entrepreneurship

[University of Sheffield](#)

📅 Oct 2007 - July 2009

BSc (hons) in Computer Science

[University of Sheffield](#)

📅 Oct 2004 - July 2007

LANGUAGES

English Proficient **Greek** Proficient



Bulgarian Native **French** Beginner



PROJECTS

Lean transformation of Raiffeisen Bank

📅 2013 - 2016 📍 Location

Leading and supporting lean transformation of Raiffeisen Bank in the area of retail branches, service quality, premium banking and human resources.

Mobile banking design and implementation

📅 2012 📍 Location

Managing the creation and launch of the first mobile banking platform for Raiffeisen Bank Bulgaria

Online banking UX & functionality upgrade

📅 2011 📍 Sofia

Support in defining the most user friendly design for the upgrade of the online banking system of Raiffeisen Bank Bulgaria

COURSES THAT GROW ME

[Coaching and mentoring](#)

[Managing conflict](#)

[Getting things done](#)

[Leadership and change](#)

[The science of sales](#)

[Motivating and engaging](#)

VOLUNTEER

Guest Speaker

[Junior Achievement Bulgaria](#)

📅 2016

Guest speaker at creative camp of student companies of Junior Achievement Bulgaria on the topic of "How to better sell our ideas", Sofia, 2016

Guest Speaker

[VUZF University Sofia - Academy for young business leaders](#)

📅 2016

Guest speaker at the Academy for young business leaders of VUZF on the topic of "7 proven ways to increase your influence", Sofia, 2016

Guest lecturer

[HiAchievers Academy](#)

📅 Date period

Guest lecturer at HiAchievers Academy on the topics of "Team work", "Communication skills" and "Personal finance management", Sofia, 2016

Guest Lecturer

[University of National and World Economics, Sofia](#)

📅 2015

Guest lecturer at UNWE on the topic of "HRM in the 21st Century", Sofia, 2015

Guest Lecturer

[VUZF University Sofia - Summer school for kids](#)

📅 2015

Guest lecturer at the summer school for kids of VUZF on the topic of "Entrepreneurship with no risk", София, 2015

Guest Lecturer

[HiAchievers Academy](#)

📅 2015

Guest lecturer at HiAchievers Academy on the topic of "Team work", Sofia, 2015
