



## Ивайло Маринов

**Date of birth:** 02/06/1981 | **Nationality:** Bulgarian | **Phone number:**  
(+359) 899502026 (Mobile) | **Phone number:** (+40) 769696029 (Work) | **Email address:**  
[ivaylo.marinov81@gmail.com](mailto:ivaylo.marinov81@gmail.com) | **Address:** Rabat 5, 011835, Bucharest, Romania (Home)

### EDUCATION AND TRAINING

31/01/2016 – 27/06/2019 Svislov, Bulgaria

**PHD OF ECONOMICS** Academy of Economics D.A.Tsenov

**Field of study** Business and administration | **National classification** Advanced university studies (Doctorate)

09/09/2004 – 30/09/2005 Veliko Tarnovo, Bulgaria

**MASTER DEGREE ON FINANCE** University of Veliko Tarnovo St.Cyril and Methodius

**Field of study** Business and administration | **National classification** University studies (Master)

30/09/2000 – 04/06/2004 Sofia, Bulgaria

**UNIVERSITY BACHELOR DEGREE IN ACCOUNTING AND AUDIT** University of National and World Economy

**Field of study** Business and administration | **National classification** University studies (Bachelor)

14/09/1995 – 31/05/2000 Sofia, Bulgaria

**HIGH SCHOOL** Instituto Bilingue Miguel de Cervantes

**Field of study** Social services | **National classification** Post-secondary education (Vocational training)

30/04/2008 – 04/06/2009 Granada, Spain

**CERTIFICATE OF INTERNATIONAL COMMERCE** Novotechnic University Granada

**Field of study** Business and administration | **National classification** Other

09/09/2013 – 09/10/2013 Columbia, United States

**CERTIFICATE OF BIOTECHNOLOGY REGULATION IMMERSION COURSE** University of Missouri

**Field of study** Business and administration | **National classification** Other

### LANGUAGE SKILLS

Mother tongue(s): **BULGARIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C2	C2	C2	C2	C2
<b>ITALIAN</b>	B2	B2	B2	B2	B2
<b>PORTUGUESE</b>	B2	B2	B2	B2	B2
<b>ROMANIAN</b>	C2	C2	C2	C2	C2
<b>SPANISH</b>	C2	C2	C2	C2	C2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

## ● WORK EXPERIENCE

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31/07/2016 – CURRENT Bucharest, Romania

**DIPLOMAT** MINISTRY OF ECONOMY OF REPUBLIC OF BULGARIA

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Counsellor and Head of the economic and commercial office at the Bulgarian embassy in Romania.

31/07/2020 – CURRENT Svistov, Bulgaria

**PART TIME LECTURER** DIMITAR A.TSENOV ACADEMY OF ECONOMICS

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-International finance

-international commerce

30/06/2014 – 31/05/2016 Sofia, Bulgaria

**COUNTRY MANAGER** CODOGNOTTO GROUP

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Responsible for the branches of the Italian transport company Codognotto in Bulgaria and Romania. Managing a team of 34 people.

30/06/2012 – 30/06/2014 Sofia, Bulgaria

**HEAD OF INTERNATIONAL AND COOPERATION DEPARTMENT** MINISTRY OF FINANCE OF REPUBLIC OF BULGARIA

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Responsible for the international relations with the partners of Republic of Bulgaria in the area of financial institutions. Managing a team of 44 experts.

30/11/2010 – 30/06/2012 Bucharest, Romania

**CHIEF EXECUTIVE OFFICER** EASY ASSET MANAGEMENT IFN S.A.

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Chief executive officer of the non-bank financial institution in the area of home collected credits. Managed a team of 250 people, opening 26 regional branches. Responsible for the commercial, financial, and HR policy of the company. Weekly reports to the head office in Bulgaria.

31/05/2004 – 30/09/2010 Granada, Spain

**CHIEF EXECUTIVE OFFICER** TRANSPORTES ARANDA

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Managing a team of 290 employees. Responsible for the trade, customer relations and financial policy. The company is specialised on the sphere of trade and transport of goods.

## ● DRIVING LICENCE

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**Driving Licence:** B

**Driving Licence:** B1

**Driving Licence:** C

**Driving Licence:** C1

## ● OTHER SKILLS

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**Other skills**

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Project management, Establish collaborative relations, Financial management, Demonstrate when teaching, Give constructive feedback, International trade, Develop business plans, Apply export strategies, Business process modelling, Assess students, Assist students with equipment, Develop professional network, Advise on legislative acts, Apply intercultural teaching strategies, Speak different languages, Economics, International import export regulations, Manage staff, Evaluate budgets, Describe the financial situation of a region, Conclude business agreements, Marketing management, Develop revenue generation strategies, Look after trade delegations, Company policies, Develop course outline, Financial statements, Delegate activities, Develop organisational policies, Business law, Advise on government policy compliance, Apply teaching strategies, Lead managers of company departments

01/10/2018 – CURRENT

**PUBLICATIONS**

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1) Trans-border expansion of the home collected credits (problems and solutions) - Magazine of National Economy p.44-67 edition 2/2019

2) Marinov Iv., Sector fast credits in Romania and Bulgaria, development and specific regulations. Annual state book for Ph.D. fellows and analyses, book 13

3) Zahariev A., Marinov Iv., Bulgaria and Romania convergence and divergence. Scientific conference p.86-87, ISBN: 978-954-23-1378-6

4) Zahariev A., Tahov G., Marinov Iv., Export specialization and trade flows between Bulgaria and Romania, ISBN: 978-954-23-1371-7

5) Zahariev A., Prodanov St., Marinov Iv., Bridge Danube south, solution for transport connectivity, p.445-456 from Varna Economy and science ISBN:978-954-21-957-0

6) Marinov Iv., 23rd Conference held in 2019 of International economic relations, Regulatory factors and challenges to entering a new market. Write here the description...