

NIKOLAY VALOV

EDUCATION

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| Master of Business Administration Carey Business School, Johns Hopkins University | Baltimore, Maryland, U.S.A. 2008-2010 |
| Fellows in Foreign Service Program Georgetown University, Walsh School of Foreign Service | Washington DC, U.S.A 2005 - 2006 |
| Instituto Español de Salamanca Major: Language and culture of Spain | Salamanca, Spain 2002 – 2003 |
| Master of International Economic Relations University of National and World Economy | Sofia, Bulgaria 1992 – 1997 |

PROFESSIONAL EXPERIENCE

Intern – The Institute of International Finance **Washington, DC, USA, 2006**

- Assisted with the maintenance of quarterly sovereign economic databases.
- Assisted with updates of financial market indicators.
- Analyzed local country news items.
- Tracked polling data and analyzed political developments.

US & Canada Desk Officer/Senior Expert - Ministry of Economy **Sofia, Bulgaria, 2002 – 2006**

- Primary liaison at Ministry of Economy to foster bilateral trade relations between the US and Bulgaria.
- Consulted Deputy Prime Minister, Minister of Economy and other senior government officials about structuring and developing competitive strategies to accelerate national economic growth on macro- and micro-economic levels.
- Participated actively in specially-appointed team to assist AES investments in Bulgarian energy sector by providing all information, support services and on-the-ground assistance that AES requires for its projects.
- Prepared analyses on Bulgarian and regional energy sector development projects AMBO and NABUCO.
- Worked closely with US State and private institutions: Department of Commerce, Department of State, USAID, AES, Raytheon, Delphi etc. in building and developing mechanisms for mutual beneficial cooperation.

Manager Export Department - Vassilevi Bros. Group S.A. **Sofia, Bulgaria, 2000 – 2002**

- Managed company's sales, prepared plans and analyses for business development and maintained relations with corporate clients which lead to 5 % increase in company's sales.
- Led contract manufacturing section for CEO-driven strategic sourcing initiative.
- Developed approach and led team of five to execute an independent sourcing diagnostic project in the area of market research for leading global mechanical company.

Sales Manager - Insurance Broker House **Sofia, Bulgaria, 1998 – 2000**

- Performed sensitivity analysis used in pricing of global catastrophe reinsurance program.
- Managed company's sales strategy and prepared plans for business development increasing insurance policies sales by 5%.

PUBLICATIONS

Business opportunities to Bulgarian companies in reconstruction of Iraq – Elieff Center for Education and Culture/AUBG

INTERESTS & EXTRACURRICULAR ACTIVITIES

Voluntary: Member of Euro-Atlantic youth club, Atlantic Club of Bulgaria

- Developed plans for yearly activities to increase interest in NATO & popularization of Atlantic idea.

Languages: Fluent in English, Russian (well educated - native), Spanish, and Bulgarian (native).
Other interests: Traveling, Swimming, Fitness