NIKOLAY VALOV

EDUCATION

Fellows in Foreign Service Program Washington DC, U.S.A
Georgetown University, Walsh School of Foreign Service 2005 - 2006

Instituto Español de Salamanca Salamanca, Spain
Major: Language and culture of Spain 2002 – 2003

Master of International Economic Relations Sofia, Bulgaria
University of National and World Economy 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