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# Vas Kostadinov

I am a multi-lingual sales professional and I thrive in a small business environment. My lifestyle has built me up as a hardworking, versatile and adaptable person. Having studied/worked in 5 different countries and different areas in the UK I have developed **strong communication skills**, the ability to work efficiently as **a part of a team**, and **excellent organisation skills**.



I lived, studied and worked in the UK during 2008-2013 and recently **returned to the UK** where I have most of my family. I have been away from my country of birth since 2006 and have acquired **great social skills** by **travelling all over the world**, which I have been **successfully applying** in all my work assignments.

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## Employment:

Aug 2015 - Jul 2017 **Nippon Bells Matrix**

**Bulgaria**

My latest professional challenge was being a **key account manager** for a pharmaceutical distributor/wholesaler, **managing the relationships/trading** with some of the biggest pharmaceutical companies in Europe and the rest of the world. I was a **top performer** for Q1 of 2016, only 5 months after joining the company, because I was able to **learn and adapt quickly** to the new industry I was in. I managed to achieve that by **seeking out and developing new clients** for the company. I was also **in charge** of several side projects, including **the expansion of the company to the UK**. This helped me develop strong **face-to-face negotiation** skills, and also the ability and knowledge to look at the **strategic side of business development**.

Aug 2013 – May 2015 **Various**

**Malawi**

I moved to Lilongwe, Malawi in July 2013, where I was in the process of building a catering services school, in addition to working in several different sectors. I also had the honour of being a member of the **Rotary International** club in Lilongwe.

May 2013 – Aug 2013 **Beach Bar CUBA**

**Bulgaria**

I had the opportunity to be a **head bartender** at the biggest and most visited **beach bar “CUBA”** in the central part of the Bulgarian seaside. There I was able to apply my skills and knowledge of **team management**. I was responsible for the **supervision of two other bartenders**, the **stock control** of the bar and the preparation of most cocktails.

Aug 2012 – May 2013 **SMG Solutions**

**UK**

I was as a **team leader** for a marketing company working with the **biggest online retailer** in the world. Starting out as a distributor I was able to quickly progress through the



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training program due to my **work ethic** and **motivation**. A month later I was promoted to a team leader position and was responsible for;

- The management of small teams of people
- Recruitment, selection and training
- Second-round interviews with candidates
- Campaign management
- Organisation of business trips

#### **Others:**

During my A-Levels, I secured a work placement on a project for the **ICT department** of “**Wolverhampton University**” for 2 weeks, dealing with database handling, database entry and the building of databases getting ‘Excellent’ in all criteria of the evaluation process.

Again in 2012, I spent a week at the “**Village**” **hotel** in Walsall, United Kingdom in the **management department**, which included some involvement with the catering staff and the preparation of a Christmas party for a group of over a hundred people.

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#### **Education:**

<b>2010 - 2012 Walsall Academy</b> A-levels: <b>Mathematics, English, Business Studies, ICT</b>	<b>UK</b>
<b>2008 – 2010 Scarborough College,</b> GCSE	<b>UK</b>
<b>2007 – 2008</b> secondary school 8-th grade, <b>Kiev</b>	<b>Ukraine</b>
<b>2006 – 2007</b> secondary school 7-th grade, <b>Baku</b>	<b>Azerbaijan</b>
<b>2000 – 2006</b> secondary school up to 6-th grade, <b>Sofia</b>	<b>Bulgaria</b>

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#### **Languages:**

- Bulgarian (Native)
  - English (Native)
  - Russian (Limited working proficiency)
  - German (Elementary)
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#### **Interests:**

I have strong interests in E-sports and gaming has been my lifelong hobby. I like keeping up with the new technological trends on the market. I also like reading psychology/sociology and philosophy books.