

NIKOLA D. DECHKOV

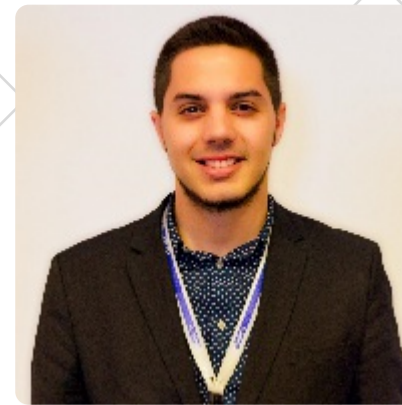
Self driven & action oriented

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Seattle, Washington | USA



EXPERIENCE & VOLUNTEERING

Co-Founder & B2B Manager

Place2Sport

Mar 2016 - ongoing Sofia, Bulgaria

clients.place2sport.com / place2sport.com

Place2Sport is sports social network organized as an online game, giving you easy and fast way to organize your sport event. Place2Sport provides online management system for private sports venues and complexes.

- Business development & Customer relationship management
- Creating partnerships & Account Management
- Market research & SWOT analysis
- Managing the social media accounts and creating content

Business Development Representative |Volunteer|

AIESEC Bulgaria

Nov 2015 - Apr 2016 Sofia, Bulgaria

bip.aiesec.bg/Sofia

We were a team of five organizing "Business in Practice" which is 3-day interactive business forum for students. 350+ students participated, 15+ speakers, 20+ partner companies & 10+ media partners.

- Conducted a market research & SWOT analysis of the competition
- Expanding partnership portfolio - 2 partnerships
- Researched and raised 14+ speakers for Business in Practice forum
- Key account management & partnership delivery
- Event management

Blueberry Pond Attendant

Ocean Edge Resort & Golf Club

June 2015 - Oct 2015 Brewster, Massachusetts

Ocean Edge Resort & Golf Club is in the top 5% resorts in Massachusetts.

- Account management of the Members of OE Resort & Golf Club
- Accounting of the net sales throughout the work day
- Rentals of Kayaks, Tandems and Stand up Paddle boards
- Conducted coaching for the customers on kayaking and stand up paddle boarding
- Worked on the development of the brand new facility Blueberry Pond Recreation Center

EDUCATION

Bachelor of Business Administration

Sofia University "St.
Kliment Ohridski"

GPA

N / A

Oct 2013 - ongoing

Sofia, Bulgaria

Mathematics & English Major

Mathematics and
Natural Sciences High
School "Nikola
Obreshkov"

GPA

5.00 / 6.00

Oct 2008 - May 2013

Kazanlak, Bulgaria

LANGUAGES

English

Proficient

Bulgarian

Native

German

Beginner

PASSIONS & HOBBIES



Running



Photography

EXPERIENCE & VOLUNTEERING

Finance Representative |Volunteer|

AIESEC Bulgaria

📅 Nov 2014 - Nov 2015 📍 Sofia, Bulgaria

- Green Future project & Future Leaders project
- Made the budgets of 2 of the projects
- Helped with the contracts preparation
- Tracked the expenses, incomes, cash flow, receipts & invoices and made the accounting
- Conducted training for the teams of the 2 projects with the aim to bring up the financial culture

Directs Sales Representative

Blizoo Media and Broadband

📅 Mar 2014 - June 2014 📍 Sofia, Bulgaria

- Did direct sales, door-to-door sales and also sales by the phone
- Did Win-back sales
- Customer support & Customer relations
- Results: 10 newly signed contracts

Event Manager

Institute Fortedo

📅 Feb 2014 - May 2014 📍 Sofia, Bulgaria

- Organized the communication with over 100 companies' HRs via phone calls and e-mails
- Managed all the merchandise, advertising and organization of the event
- Results: 3 in-kind partners and 30 companies/partners that participated in the Job fair

PASSIONS & HOBBIES

💡 Entrepreneurship

🔍 Reading books & listening to Audio books/courses