

PERSONAL INFORMATION

Tzvetomir Tzanov



✉ tzanov@unwe.bg

🌐 <http://blogs.unwe.bg/tztzanov/en>

🌐 <https://www.linkedin.com/in/tzvetomir-tzanov-0375b96/>

Nationality Bulgarian

ACADEMIC TITLE

Chief Assistant Professor, Ph.D.

WORK EXPERIENCE

July 2008 – to present

Chief Assistant Professor, Ph.D.

University of National & World Economy

Department of International Economic Relations and Business

- Courses taught (in Bulgarian and in English): *International Financial Management, International Business Analysis, M&A and Corporate Restructuring, International Management, International Strategic Management.*

July 2007 – July 2008

Assistant Professor

University of National & World Economy

Department of International Economic Relations and Business

- Courses taught (in Bulgarian): *International Financial Management, International Management, International Business.*

June 2020 – Dec 2021

Member of the Board of Directors

Capital Investments Fund AD

Sofia 1000, 1 Dyakon Ignatiy St, Web: <https://cifund.bbr.bg/en/>

- Strategic business planning and approving of major investment and operational priorities and decisions, overseeing and monitoring performance of portfolio companies.

Business or sector: Capital Investments Fund is a subsidiary of the Bulgarian Development Bank and provides growth equity to local SMEs.

April 2020 – January 2022

Board Member

M2 Prom

- Representing the Capital Investments Fund in their first portfolio company. Contributed to a successful exit (M2 Prom was acquired by a strategic investor from France: Lindera).

Business or sector: Retail furniture and furnishings.

March 2008 – March 2020

Founder and Managing Partner

TMI Bulgaria Ltd.

- Boutique financial and strategic advisory focused on mid corporates and local SMEs. Spectrum of services covering strategy development and implementation, business planning, supporting major financial decisions and operational management.

Business or sector: Consultancy.

September 2006 – March 2008

Expert

Bulgarian National Bank

Sofia 1000, 1 Knyaz Alexander I Sq., Web: <https://bnb.bg/index.htm>

Business or sector: Central Bank.

March 2003 – September 2006

Freelance Consultant

- Working on various projects related to financing of local SMEs, business and strategic planning, incl. in relation to sector strategies (textiles & apparel and local furniture production sectors) or regional economic development in the pre-accession period to the EU.

January 2002 – March 2003

Executive Secretary

Bulgarian Association of Apparel and Textile Producers and Exporters

Sofia 1057, 36 Dragan Tzankov Blvd., Interpred World Trade Center, Web: <https://www.bgtextiles.org/>

- Operations management and administration; fostering industrial and export-oriented cooperation of local producers with foreign contractors. Project supported in the framework of the Economy and Employment Encouragement Programme – implemented in Bulgaria by the German GTZ (Gesellschaft für Technische Zusammenarbeit mbH, current GIZ).

EDUCATION AND TRAINING

- 2002 – 2008 **Ph.D. in World Economy and International Business** EQF level 8: Ph.D.
University of National & World Economy
Doctoral Dissertation "International Mergers & Acquisitions - Economic and Managerial Aspects"
- 1998 – 2000 **Master's Degree (M.A.) in International Economic Relations**
University of National & World Economy
- 1996 – 2000 **Bachelor's Degree (B.A.) in Finance (Second Major)**
University of National & World Economy
- 1994 – 1998 **Bachelor's Degree (B.A.) in International Economic Relations**
University of National & World Economy
- October 2012 **Certificate of Completion – Investment Banking Training Program**
Investment Banking Institute, New York
- 1989 - 1994 **High School Diploma**
French Language High School (Lycée Français) "Alphonse de Lamartine" No.9, Sofia

PERSONAL SKILLS

Mother tongue Bulgarian

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
Certificate in Advanced English, University of Cambridge ESOL Examinations					
French	C1	C1	C1	C1	B2
French language high school diploma					
Russian	B2	B2	B2	B2	B1
Russian language high school diploma (7 th Grade, High School "A.S. Pushkin" No.133, Sofia)					

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

Communication skills Substantial cross-cultural experience in relation to professional interactions and communication, academic research, and mobility projects in over 10 European countries (within and outside the EU), incl. France, Italy, Spain, Portugal, Greece, Poland, Romania, Switzerland, etc.
Facilitating skills (Facilitators Certificate), following a training provided in the framework of the Swiss Development and Cooperation Agency's Forum program in Bulgaria (2005).

Organisational / managerial skills Substantial experience at middle and senior management positions in the financial, consultancy and the NGO sector. Teamwork coordination (teams typically consisted of 3-10 persons).

Job-related skills Almost 20 years' teaching experience (incl. as a part time Assistant during Ph.D. studies).
Internal auditor of Quality Management Systems as per BS EN ISO 9001:2000 and BS EN ISO 10011 Standards (Certification by MOODY International and the Institute for Postgraduate Studies, UNWE).
▪ Internal auditor at UNWE.

- Computer skills** Excellent command of Microsoft Office™ tools and applications.
Command of workflow automation and relevant cloud document management software (GroupWise and DocuWare). Skills acquired in relation to the working experience in the financial sector.
- Driving licence** Clean driving licence category:
▪ B

ADDITIONAL INFORMATION

- Publications** Monographic studies (in co-authorship):
- In Boeva et al. (2016), Corporate Governance in the International Business, Sofia, UNWE Publ. Chapter 5. Corporate governance and market for corporate control (pp. 103-128). In Bulgarian.
 - In Vassileva et al. (2012), International Competitiveness & Export-oriented Sectors in Bulgaria, Sofia, UNWE Publ. Chapter 2. Competitiveness of the textile & apparel production (pp. 176-186).
- Conference papers (2006 – to present):
- Related to evaluation of profitability following the externalization of activities in global value chains by factoryless goods producing firms, managing digital transformation (DT), assessment of prerequisites for DT of Bulgarian enterprises, international M&A affecting CEE companies.
- Research publications in co-authorship in foreign scientific journals:
- Zhelev, P. and Tzanov, T. Bulgaria's Export Competitiveness before and after EU Accession, East-West Journal of Economics and Business, Vol. XV – 2012, No 1&2, pp. 107-128. <http://www.u-picardie.fr/eastwest/fichiers/art110.pdf>

- Citations** Web of Science and Scopus citations: 3
Google Scholar citations: 33

- Projects 2006 – to present** A total of over 20 research projects and projects with practical (industrial) application (e.g. related to structuring of financing, internationalization of local SMEs and their integration within the supply chains of European MNCs, consultancy support for industrial clusterization).

- Relevant projects:
- Project No. BGO5M2OP001-2.016-004 Economic Education in Bulgaria 2030 – May 2022.
 - Project No. BGO5M2OP001-2.009-0012 Enhancement of UNWE Research Potential and the Improvement of the Conditions for Conducting Research – an Investment with Multiple Dimensions
 - Research mobility at Alexandru Ioan Cuza University, Iași, Romania – October 2019.
 - Research mobility at Lodz University, Poland – October 2019.
 - Project No. 2018-1-BG01-KA102-047532 UNWE's Institute for Postgraduate Studies Introduces Innovative Curricula and Training Courses for IT and Digital Skills in Vocational Education and Training. Mobility in Porto, Barcelos, Esposende, Portugal, September 2018.
 - Project No. 518703-LLP-1-2011-BG-LEONARDO-LMP Seeding Innovation Training for Research-driven Clusters (INNOSEE). Funded by Leonardo da Vinci Lifelong Learning Programme. Structuring of a Training Tool Kit related to Venture Capital and Private Equity funding for Innovation. Targeted RDCs within 6 EU member countries: Austria, Bulgaria, Greece, Italy, Spain and Sweden (Nov. 2011 – Sep. 2013).
 - Outgoing Erasmus academic mobility, Université d'Orléans, France – February 2011.
 - Project No. 2009-1-BG1-LEO03-01874 Modernization in Lifelong Learning Based on Professional Standards for Knowledge, Competences and Skills. Funded by Leonardo da Vinci Lifelong Learning Programme. Mobility in Rey Juan Carlos University, Spain – October 2009.

- Academic and research awards and achievements** Guest Researcher at the Bulgarian National Bank (2005)
Chairman of the Association of Ph.D. Students in Bulgaria (Nov. 2002 – Nov. 2003)

- Professional memberships** International Economic Relations Alumni Association

- References** Available upon request