

PERSONAL INFORMATION

Valentin Bilyanski



📍 Sofia, Bulgaria

✉ v.bilyanski@gmail.com (personal)
v.bilyanski@unwe.bg

Sex Male | Date of birth 04/02/1983 | Nationality Bulgarian

WORK EXPERIENCE

February 2020 - present

Chief Assistant

University of National and World Economy – Sofia,
Department “International Economic Relations and Business”

Lecture Courses (in English):

- International Market Studies;
- Prices and Pricing at the international markets;
- Market, Investment and Marketing (simulation game)

February 2016 - February 2020

Assistant

University of National and World Economy – Sofia,
Department “International Economic Relations and Business”

June 2011 – May 2015

Business Consultant

Market and Project Consult Ltd., 80, „Acad. Stefan Mladenov” Blvd, 1700 Sofia, Bulgaria

- Collection, processing and analysis of information used in the preparation of macroeconomic, industrial, market and marketing researches
- Development of project for funding under EU programs
- Making specific studies, projects and economic forecasts;
- Direct contact with counteragents;
- Preparation of quarterly reviews of the Bulgarian (banking and financial sector, real sector, external sector, etc.) and the world economy (economic situation in the world's leading economic centers) – Magazine “Attitudes & Altitudes: Quarterly Economic Review by Corporate Commercial Bank AD”

Business or sector: Consulting services (European funds financing, business planning, market and marketing researches and analyses, financial consulting)

January 2014 – May 2015

Member of the Boards of Directors

“Bulgafrost” AD, Kochevo, Bulgaria

- Marketing Researches of the supply side of markets of fruits and vegetables
- Negotiations with suppliers of fruits and vegetables

Business or sector: Production of Frozen Fruits and Vegetables

September 2013 – January 2014 **Part-time Lecturer**
University of National and World Economy – Sofia, Department “International Economic Relations and Business”
Subjects “International Market Studies”

September 2012 – December 2013 **Chairman of Board of Directors**
Chairman of the Audit Committee
“Agro Finance” REIT, Sofia, Bulgaria
Business or sector: *Investments in real estates and agricultural lands*

September 2006 – May 2011 **Credit analyst**
TBI Leasing Ltd., 52-54 Dimitar Hadjikotaev Str., Sofia, Bulgaria

- Analysis of corporate clients (*financial analysis, SWOT, PEST analysis*);
- Conducting meetings with clients to generate the information necessary for the analysis;
- Making proposal for approval or rejection of the request for leasing;
- Monitoring of existing leasing agreements;
- Proposals for actions against non-performing leasing contracts;
- Researches of consumer loans market; making proposals for actions during and after global financial and economic crisis

Business or sector: *Financial services*

EDUCATION AND TRAINING

February 2010 – May 2015 **PhD**
University of National and World Economy, Sofia,
Department “International Economic Relations and Business”
Scientific specialty 05.02.10 World Economy and International Economic Relations /International Markets and Prices/
Theme of dissertation: “Relations and correlations between exchange rates and commodity prices and their implication on the commodity based economies and international markets”

September 2006 – October 2007 **Master’s Degree in Economics**
University of National and World Economy, Sofia
Principal subject: Economy of Trade
Subjects covered: Strategic management; Compatibility of trade activity; Mathematic methods in trade; Management of trade logistics; Advertising management; Pricing management; Risk management; Intermediation in trade deals; International transportation; Human recourses.

September 2002 – July 2006

Bachelor's degree

University of National and World Economy, Sofia

Principal subject: Economy of trade

Subjects covered: Economics of commerce; Marketing; Financial math; Stock trading;

Sales management; Analyzing of trade activity; Pricing and price making; Investment policy; Financial management; Planning in commercial activity; E-commerce; Market research; Commercial enterprising.

October 2004 – February 2008

Bachelor's degree

University of National and World Economy, Sofia

Principal subject: Finance

Subjects covered: Public finances; Corporate finances; Investment; Money theory; Ensuring and social security; Accounting; Stock exchange; Financial control; Budget policy; Banking

1997 - 2002

High School of Economics “Karl Marx” – Smolian, Bulgaria

PERSONAL SKILLS

Mother tongue(s) Bulgarian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1

Communication skills

Perfect communication skills gained through my education, communications with students and contacts with different business counteragents.

Computer skills

Very good computer skills (Windows and Microsoft Office™ tools). Long-term experience in dealing with electronic database (National and International organizations, Intergovernmental Commodity Organizations, National Banks, etc.). Specialized statistical software (SPSS).

Driving licence

B; M (September 2004)

ADDITIONAL INFORMATION

Publications

Articles:

1. Bilyanski, V. (2017). The collapse in oil markets from mid-2014 onwards – economics or policy. *Economic Studies*. 2017, book 4, pp. 208-228. ISSN 0205-3292
2. Rangelova, R., Bilyanski, V. (2018). Demographic and migration processes as a factor for the formation of human resources in Smolyan District. *Nasselenie Review*, 2, 215-245]. ISSN 0205-0617 (Print); ISSN 2367-9174 (Online). (In Bulgarian)
3. Rangelova, R., Bilyanski, V. (2018). Demographic Development of Bulgaria in a Regional Plan as a Basis for Economic Development. *Economic Studies*, 27 (6), pp. 141-154. ISSN 0205-3292
4. Rangelova, R. and Bilyanski, V., (2019), Economic aspects of demographic changes in the European Union and in Bulgaria. *Economic Studies*, 28(5).
5. Rangelova, R., Bilyanski, V., (2020), Structural changes in the foreign trade and economic growth of Bulgaria and Romania in the years of EU membership. *Economic Thought* 2/2020, pp. 25-44
6. Bilyanski, V. and Bozev, (2021). Economic Growth as a Factor for Price Convergence in EU Countries. *Ikonomiceski i Sotsialni Alternativi*, (1), 75-95. (In Bulgarian)

Conference Proceedings

1. Bilyanski, V., (2013), The Eu's Position on The World Market for Non-Ferrous Metals. Tenth International Conference "Contemporary model of the European Union and place of Bulgaria in it", 14-15 June 2013, Sofia, Boyana Residence, International Business School Botevgrad. (In Bulgarian)
2. Bilyanski, V., (2013), Commodity price boom since 2003 and the exchange rates of major commodity exporting countries. Conference "Bulgaria's membership in the European Union: six years later", Department "International Economic Relations and Business", University of National and World Economy, October 2013. (In Bulgarian)
3. Bilyanski, V., (2015), Contemporary dimensions of the correlation between International Crude Oil Prices and Exchange Rates of leading Oil-Exporting Countries. Fourth Annual Academic Competition "Dr. Ivanka Petkova", Economic Policy Institute, Sofia, December 2015
4. Bilyanski, V., (2016), Impact of the euro changeover on consumer price inflation in euro area countries. Lessons for Bulgaria. Conference "Bulgaria's membership in the European Union: nine years later", Department "International Economic Relations and Business", University of National and World Economy, October 2016. (In Bulgarian)
5. Bilyanski, V., (2018), The New Member States and the price convergence process in the EU. Conference "Bulgaria's membership in the European Union: eleven years later", Department "International Economic Relations and Business", University of National and World Economy, October 2018. (In Bulgarian)
6. Bilyanski, V., (2018), Demographic situation and social moods towards emigration in the municipality of Smolyan - opportunities for economic development. Proceedings of the International scientific and practical conference "Bulgaria of regions'2018". University of agribusiness and rural development, Plovdiv 19 – 21 October 2018.
7. Bilyanski, V., Kirova, S., (2020), "Bulgaria's real convergence in the context of the potential EMU membership", Proceedings of CBU in Economics and Business Vol. 1 (2020)
8. Rangelova, R., Bilyanski, V., (2021), Foreign Trade and Economic Growth of Bulgaria and Romania in the Years of EU Membership. *Harnessing Tangible and Intangible Assets in the Context of European Integration and Globalization: Challenges Ahead*, Vols I-II, 587-598.

- Projects
1. Marketing research within the Project BG161PO003-2.4.02 - 0006-C0001 “Increasing the capacity of "Cluster -Uelnes BG" by building an administrative body and activities to promote the name and activity of the cluster”, implemented with the financial support of Operational Programme “Development of the Competitiveness of the Bulgarian economy 2007-2013”
 2. Scientific Project: Consumer price convergence in the new member states after their accession to the EU – in-depth analysis, current development and trends. University of National and World Economy. Project term 2017-19.
 3. “Economic Aspects of Demographic and Migration Changes in the European Union and In Bulgaria”, Bulgarian Academy of Science, 2019
 4. Joint Qualifications in Vocational Education and Training, Aristotle University of Thessaloniki, Institute for Postgraduate Studies (IPS), division of the University of National and World Economy (UNWE), Bucharest University of Economic Studies (ASE), 2018-2021