

PERSONAL INFORMATION



Sabrina Vasileva Kalinkova

 +359883306862 s.kalinkova@unwe.bg

Sex Female | Date of birth 19/04/1989 | Nationality Bulgarian

WORK EXPERIENCE

From June 2023 – To November
2023

Researcher in project "Digitalization of the economy in a Big Data environment"

University of National and World Economy, Sofia, Bulgaria

Sofia, Student town 1700, bul. 8 December

www.unwe.bg

Carrying out market-oriented scientific research with the established scientific infrastructure. Develops and provides services for conducting scientific research.

Business or sector Education

From March 2020 – Till now

Chief Assistant

University of National and World Economy, Sofia, Bulgaria

Sofia, Student town 1700, bul. 8 December

www.unwe.bg

Conducting lectures for the disciplines: "Forecasting and Planning", "Market Strategies", "Financial Programming in Bulgarian, and "Regional Strategies and Programs" in English for bachelors. Conducting seminars on the subjects: "Regional strategies and programs" and "Balanced system of indicators for economic development" in English, and "Competitiveness of economic systems", "Demography and labor market" in Bulgarian. Conducting lectures for the disciplines: "Sectoral Marketing Analysis", "Marketing Analysis", and "E-mail Marketing and Chat bots" for masters.

Business or sector Education

From February 2018 – To March
2020

Assistant Professor

University of National and World Economy, Sofia, Bulgaria

Sofia, Student town 1700, bul. 8 December

www.unwe.bg

Conducting lectures for the disciplines: "Forecasting and Planning", "Market Strategies" in Bulgarian and "Regional Strategies and Programs" in English. Conducting seminars on the subjects: "Regional strategies and programs" and "Balanced system of indicators for economic development" in English and "Competitiveness of economic systems" in Bulgarian.

Business or sector Education

[

From march 2014 – to January 2018
Part-time lecturer
University of National and World Economy, Sofia, Bulgaria
Sofia, Student town 1700, bul. 8 December

www.unwe.bg

Conducting lectures for the disciplines: "Forecasting and Planning" in Bulgarian and "Regional Strategies and Programs" in English. Conducting seminars on the subjects: "Regional strategies and programs" and "Balanced system of indicators for economic development" in English and "Competitiveness of economic systems" in Bulgarian. Replace with main activities and responsibilities

Business or sector Education

EDUCATION AND TRAINING

| | | |
|-------------------------------------|---|--------------------------------|
| From 16 March 2014 – to 26 May 2017 | PhD in Economics, specialty "Planning" | EQF – Level 8 NQF – Level 8 |
| | University of National and World Economy, Sofia, Bulgaria Sofia, Student town 1700, bul. 8 December Dissertation topic: "Methodological and Informational Problems in Projecting the Final Production Vector" <ul style="list-style-type: none">▪ Methodology and methodology of scientific research▪ Statistical surveys and dependencies▪ Economics▪ Competitiveness of national systems▪ Fundamentals of Forecasting and Planning The basic skills (acquired and improved) are related to research - data processing and analysis, publishing of the final results | |
| From September 2012 – to June 2013 | Master degree, specialty "Forecasting and Planning" | EQF – Level 7 NQF – Level 7 |
| | University of National and World Economy, Sofia, Bulgaria Sofia, Student town 1700, bul. 8 December <ul style="list-style-type: none">▪ Strategic planning▪ Globalization▪ Managing a portfolio of projects▪ International marketing | |
| From September 2008 – to June 2012 | Bachelor degree, specialty "Forecasting and Planning" | EQF – Level 6 NQF – Level 6 |
| | University of National and World Economy, Sofia, Bulgaria Sofia, Student town 1700, bul. 8 December Specialized disciplines that are studied: <ul style="list-style-type: none">▪ Forecasting and planning▪ National planning▪ Regional planning▪ Company Planning▪ Marketing Planning▪ Operations research▪ Project management▪ Pricing and pricing▪ Stock exchanges and stock exchanges | |

PERSONAL SKILLS

Mother tongue(s) Bulgarian

| Other language(s) | UNDERSTANDING | | SPEAKING | | WRITING |
|---------------------------------------|---------------|-----------|--------------------|-------------------|-----------|
| | Listening | Reading | Spoken interaction | Spoken production | |
| English (Certificate C1) | Excellent | Excellent | Excellent | Excellent | Excellent |
| The higher level of certificate is C1 | | | | | |
| Russian | Good | Very good | Average | Average | Average |
| Italian (Certificate A1) | Basic | Basic | Basic | Basic | Basic |

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user
[Common European Framework of Reference for Languages](#)

Communication skills ▪ Excellent communication and presentation skills acquired during their teaching and attended national and international conferences

Organisational / managerial skills ▪ Excellent organizational skills and teamwork skills. Skills are used and improved during work with scholars (students) and work on university projects

Job-related skills ▪ Coordination and multitasking skills, especially in dynamic and stressful situations

Digital skills

| SELF-ASSESSMENT | | | | |
|------------------------|---------------|------------------|-------------|-----------------|
| Information processing | Communication | Content creation | Safety | Problem solving |
| Proficient | Proficient | Proficient | Independent | Proficient |

Levels: Basic user - Independent user - Proficient user
[Digital competences - Self-assessment grid](#)

▪ Excellent skills for working with the software Microsoft Office with in-depth knowledge in the field of Microsoft Excel and Microsoft Powerpoint. The knowledge of Excel has been acquired and deepened in connection with the use of software in the development of dissertation work. The software was used for constructing a whole new model for the Bulgarian statistic for creating the input-output tables for the national economy.

▪ Excellent skill for working with the software of IBM SPSS (Statistical Package for the Social Sciences). The software is used during the research work in the university.

Driving licence B from October 2009

ADDITIONAL INFORMATION

PUBLICATIONS:

- 1) Kalinkova, S., The Future of the Bulgarian Economy in the "Mirror" of the Balance of Inter-branch Relations, "International Scientific Journal Perspectives", V. Tarnovo, issue 1 (3) / 2015, pp. 15-25 [in Bulgarian]
- 2) Kalinkova, S., Aspects of the Competitiveness of the Bulgarian Economy, International Scientific Journal "Perspectives", 2017, no. 2 (10), pp. 122-126 [in Bulgarian]
- 3) Kalinkova, S., Study of the state of the real estate sector through input-output model, Real Estate and Business magazine, 2018, volume II (1), pp. 28-37 [in Bulgarian]

- 4) Kalinkova, S., Problems in using the input-output model for projecting the future development of the Bulgarian economy - Economics. Law. State International peer-reviewed scientific journal № 2 (2) / 2018 ISSN 2619-0591
- 5) Kalinkova, S., Structural differences between the economy of Bulgaria and the economics of part of the members of the European Union – Trakia Journal Science, vol.17, 2/2019, pp.165-171
- 6) Kalinkova, S. The connection "level of competitiveness of Bulgaria □□ development of Bulgaria", report from the conference "Education, science, economy and technology", Journal "Management and Education" – book 1, 15, vol.1, 2019, pp.155-161 [in Bulgarian]
- 7) Kalinkova, S., Emissions "produced" by the sectors of Bulgarian economy in the period 1995 – 2009, Journal "Management and Education" – 16, vol.2, „Prof. Dr. Asen Zlatarev” University – Burgas, 2020, pp. 105-113 [in Bulgarian]
- 8) Kalinkova, S., Nature of Big Data Ecosystem for analysis and projecting of firm's development in Industry 4.0, Journal "Management and Education" – 17, vol.1, „Prof. Dr. Asen Zlatarev” University – Burgas, 2021, ISSN 13126121, pp. 143-146 [in Bulgarian]
- 9) Kalinkova, S., The new paradigm for managing the post-socialist countries in a market economy, Economic Journal of University Plovdiv, vol. 38-1, 2018, pp.78-82, ISSN 2306-546X
- 10) Kalinkova, S., Measuring the competitiveness of post-socialist countries, Economic Journal of University Plovdiv, vol. 41, 2019, pp. 90-98, ISSN 2306-546X
- 11) Kalinkova, S., Karaganov V. S. Leontief – is there a misunderstanding of Leontief's model?, Economic Journal of University Plovdiv, vol.45, 2020, pp.135-138, ISSN 2306-546X
- 12) Kalinkova, S., Bulgarian economy as a "producer" of intermediate goods for the European Union, Economic Journal of University Plovdiv, vol. 48, 2021, pp.97-102, ISSN 2306-546X
- 13) Kalinkova, S., Effectiveness of functioning of sector "Real Estate Operations", Real Estate and Business magazine, 2022, pp.21-25, ISSN (online): 2603-2767 [in Bulgarian]
- 14) Kalinkova, S., Evaluation of the efficiency of the Bulgarian economy through the Input-Output model Economic Alternatives, Journal, vol.28, issue 3, pp. 525-539, ISSN: 1312-7462 and ISSN (online): 367-9409
- 15) Kalinkova, S., Bulgarian Contribution to the Economics of the European Union, University Economic Bulletin, 2023, (56), 61-65. ISSN: 2306-546X
- 16) Kalinkova, S., Efficiency of The Functioning of The "Wholesale and Retail Trade" Industry in The European Union, Scientific Papers of UNWE, pub.complex UNWE, S., 2023, vol.2/2023, pp. 105-121, ISSN (online): 2534-8957 [in Bulgarian]
- 17) Kalinkova, S., Anatomy of Bulgarian Economy: an Industrial Analysis, Journal "Management and Education" – 19, vol.1, „Prof. Dr. Asen Zlatarev” University – Burgas, 2023, ISSN 13126121, pp. 143-146 [in Bulgarian]
- 18) Kalinkova, S., Competitiveness of Bulgarian Economy – Comparison with Other Member-States of the European Union – The Membership of Bulgaria in the European Union: Fifteen Years Later, vol.2, pub.house UNWE – Sofia, 2023, pp.190-202, ISSN: 2815-2727
- 19) Kalinkova, S., The position of Bulgaria in the EU Competitiveness Landscape, Journal "Management and Education" – 20, vol.2, „Prof. Dr. Asen Zlatarev” University – Burgas, 2024, ISSN 13126121, pp. 61-68

CONFERENCES:

- 1) Kalinkova, S., The need for a new paradigm in the management of the economic systems, report of the National Scientific Conference "Perspectives and Challenges to Contemporary Governance" - UNWE Sofia, 22 October 2015 [in Bulgarian]
- 2) Kalinkova, S., The Need for a New Direction in the Development of Bulgaria, Thematic Collection "Bulgaria in the 20th Century of the 21st Century. Aspects of Strategic Development ", Svishtov, 2016, pp. 62-70 (The report was presented at a national conference held on 22-23 April 2016) [in Bulgarian]
- 3) Kalinkova, S., Business Development in the Era of the Digital Economy, report for Seventh National Scientific Conference with International Participation "Digital Economy and Business Challenges", UNWE - Sofia, June 19-20, 2018, report, Vol.7/2019, pub.house Avangard Prima, Sofia, 2019, pp. 320-325 [in Bulgarian]
- 4) Kalinkova, S., The State and Development of Bulgaria's Economic System through the R & D sector, report for The Fourteenth Annual International Scientific Conference of Young Scientists on "The Economy of Bulgaria and the European Union in the Digital World" - 23.11.2018. in UNWE, Sofia, pub.house, VUZF "St.Grigoryi Bogoslov", Sofia, 2020, pp. 510-517 [in Bulgarian]
- 5) Kalinkova, S., The Workforce in the Conditions of the Digital Economy - State, Trends, Challenges and Perspectives, report for International Conference "Economic Challenges: Development, Well-Being, Integration" - 15,16 November 2018, UNWE, Sofia, pub.comp. UNWE, Sofia, 2019, pp. 314-325 [in Bulgarian]
- 6) Kalinkova, S., The Bulgaria's Place on the Competitiveness Map, report for International Scientific Conference "30 Years: Transition, Lessons, and Perspectives", 27 November 2019, UNWE – Sofia, pub.comp. UNWE, Sofia, 2019 pp.103-110 [in Bulgarian]
- 7) Kalinkova, S., Restructuring of the Bulgarian economy after membership in the European Union, report from the Seventh International Conference "Economic Challenges: Crises, Restructuring Shocks, Policies" – UNWE, pub.comp.UNWE, Sofia, 2020, pp. 151-157 [in Bulgarian]
- 8) Kalinkova, S., Impact of the COVID-19 Crisis on the Economic Development of Bulgaria, report for The Sixteenth Conference of Young Scientist, UNWE, Sofia, February 2021, pub.house "Sv. Grigoryi Bogoslov", S., 2021, pp. 630 – 637, ISBN: 978-619-7622-04-1 [in Bulgarian]
- 9) Kalinkova, S., The "Rise" of Big Data for Business Development, report for The Eleventh International Scientific Conference of Business Faculty "Economic Policy and EU Integration" – University of Dures, Albania, May 2021, pp 458 – 461
- 10) Kalinkova, S. (2023). Bulgaria's Trade Footprint in the European Union. In NORDSCI Conference proceedings 2023, Business and Management (pp. 15-23), 6 (1).
- 11) Kalinkova, S. (2023). Decoding the Foundations for Bulgaria's Economic Future. In NORDSCI International Conference on Social Sciences. Business and Management (c. 25-38), 6 (1).
- 12) Kalinkova, S. (2023). Competitiveness of Bulgarian Economy–Comparison with Other Member-States of the European Union. In The Membership of Bulgaria in the European Union: Fifteen Years Later: Twenty-First Scientific Conference, 6 - 7 October 2022, Sofia: UNWE (pp. 190-202).
- 13) Kalinkova, S. (2024). Unraveling the Layers of Digital Competitiveness in the Economic Systems, 8th FEB International Scientific Conference, University of Maribor, pp. 369-379
- 14) Participation in Round Table "THE RESPONSIBLE CHOICE: TRAINING, RESEARCH, PRACTICES", ./ organized by University of National and World Economy and Bulgarian Network of the UN Global Compact", Sofia, Bulgaria, 29 November 2017
- 15) Participation in the International Round Table "INFORMATION AND SOCIAL COMMUNICATIONS OF THE MODERN WORLD: TRENDS OF GLOBALIZATION" organized by Ministry of Education and Science of Ukraine and State University of Communications Kyiv, Ukraine, 12 May 2021

PROJECTS - INTERNATIONAL:

- 1) „The European University engaged in societal change – ENGAGE.EU“, 101004071 – ENGAGE.EU – EAC-A02-2019 / EAC-A02-2019-1, research leader: Assoc. Prof. D.S. Michael Musov. From 01.11.2020 – To 31.10.2023
- 2) ENGAGE.EU R-I BUILDING ENGAGED RESEARCH AND INNOVATION ECOSYSTEMS“ — “ENGAGE EU R-I” 101035807 — ENGAGE EU R-I — H2020-IBA-SwafS-Support-2-2020, research leader Assoc. Prof. D.S. Michael Musov, From 10.2021 r. – To 10.2024 r.
- 3) ENGAGE.EU 2.0 – 101124357 – ENGAGE.EU – ERASMUS – AG-LS/ERASMUS-EDU-2023-EUR-UNIV, Assoc. Prof. D.S. Michael Musov. From 12.2023 – till now

PROJECTS – NATIONAL

- 1) "Digitalization of the economy in a Big Data environment" - project BG05M2OP001-1.002-0002-C01. Funding source ERDF, Operational Program "Science and Education for Smart Growth" 2014-2020

PROJECTS - UNIVERSITY

- 1) University project “Corporate Social Responsibility in Bulgaria - part of the European social model based on sustainable development”, №1-9/2011. From 02.2011 – To 02.2013, leader: Assoc. Prof. Dr. Irena Slavova
- 2) University project “Effects of the liberalization of electricity market in Bulgaria” № 19/2017. From 2017 – To 2020, leader: Chief. Assist. Dr. Marin Marinov
- 3) University project “Analysis of connection "consumer - investment products" in the final product for the Bulgarian economy - an instrument for assessing the reputation potential of the national economy”, №15/2017. From 04.2017 – To 04.2020, leader Assoc. Prof. Dr. Georgi Kiranchev
- 4) University project “Genesis and contemporary European discourse of branding”, № 8/2019. From 2019 – To 2022, leader: Prof. Dr. Hristo Katrandjiev
- 5) University project “Development and growth of the Bulgarian economy in the conditions of integration”, № 18/2021. From 2021 – To 2023, leader: Chief Assist. Dr. Christo Ivanov
- 6) University project "Analysis of the inter-industry relations of Bulgaria and the member states of the European Union through the input-output model" - №1/2022, leader: Chief Assist. Dr. Sabrina Kalinkova.
- 7) University project “Attitudes and expectations of employers and students regarding the quality of higher education in economics and management”, №13/2023, leader: Assoc. Prof. Dr. Georgi Kiranchev.
- 8) University project “Digital Competitiveness of the Socio-Economic System of Bulgaria” , №6/2024, leader: Chief Assist. Dr. Sabrina Kalinkova

OTHER SCIENTIFIC ACTIVITES:

- 1) Member of Organization Committee of International Scientific Conference “30 years: transition, lessons, and perspectives”- 27 November 2019, University of National and World Economy – Sofia, Bulgaria
- 2) Member of Organization Committee of 11-th International Scientific Conference of Business Faculty ECONOMIC POLICY AND EU INTEGRATION, Spitalë – Durrës, Albania, 27 – 29 May, 2021
- 3) Organizational Secretary of International Scientific Conference “Strategic Planning and Marketing in Digital World” - 26th November 2021, University of National and World Economy – Sofia, Bulgaria

- 4) Member of Organization Committee of 12-th International Scientific Conference of Business Faculty ECONOMIC POLICY AND EU INTEGRATION, Spitalë – Durrës, Albania, 23 – 24 April, 2022
- 5) Member of Organization Committee of International Scientific Conference “First ENGAGE.EU Conference for Early Stage Researchers and Young Scholars” – 23-24 June, 2022, Sofia, Bulgaria
- 6) Organizational Secretary of Second International Scientific Conference “Strategic Planning and Marketing in Digital World” - 11th November 2022, University of National and World Economy – Sofia, Bulgaria
- 7) Member of Organization Committee of 13-th International Scientific Conference of Business Faculty ECONOMIC POLICY AND EU INTEGRATION, Spitalë – Durrës, Albania, 27 – 28 April, 2023
- 8) Member of Organization Committee of International Scientific Conference “Second ENGAGE.EU Conference for Early Stage Researchers and Young Scholars” – 8-9 June, 2023, Sofia, Bulgaria
- 9) Organizational Secretary of Third International Scientific Conference “Strategic Planning and Marketing in Digital World” – 23-24 November 2023, University of National and World Economy – Sofia, Bulgaria
- 10) Member of Organization Committee of 14-th International Scientific Conference of Business Faculty ECONOMIC POLICY AND EU INTEGRATION, Spitalë – Durrës, Albania, 5 – 6 April, 2024
- 11) Passed a training course „Specialized training for working with the National Repository and a portal for access to open data with scientific information“, 15 March 2021
- 12) Passed a training course for the development of research skills - organized by University of National and World Economy, 25 June 2021

OTHER TEACHING ACTIVITES:

- 1) ERASMUS+ Mobility in University of Economics in Bratislava, Slovakia for the period 17.11.2019 – 23.11.2019 (8 teaching hours)
- 2) ERASMUS+ Mobility in FH Joanneum – Graz, Austria for the period 25.04.2022 – 30.04.2022 (8 teaching hours)
- 3) Teaching mobility under the project “Economic Education in Bulgaria 2030” in UNINT – Roma, Italy for the period 01.05.2022 – 14.05.2022 (8 teaching hours)
- 4) Guest lecturer during the event Science Communication Workshop, organized by WU Vienna University of Economic and Business – Vienna (Austria) for the period 25-27.09.2023 as a part of the project ENGAGE.EU R&I. Topic: The Science of Presenting Science.
- 5) ERASMUS+ Mobility in University of Maribor in Maribor, Slovenia for the period 20.05.2024 – 24.05.2024 (8 teaching hours)
- 6) Lecturer in course “Digital Technologies” part of the Joint Program of Digital Transformation, developed under the ENGAGE.EU project for academic years: 2022/2023 and 2023/2024.

SCIENTIFIC INTERESTS

- National Forecasting and Planning
- Business Development and Designing of Future Success
- Input-Output Analysis
- Big Data Analysis
- National Competitiveness
- Marketing Analysis and Planning
- Business Analysis
- Strategic Simulations
- Email Marketing and Chat Bots