



**Iliana Filipova**

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24, Hristo Botev street, 3000, Vratsa, Bulgaria

## ● WORK EXPERIENCE

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01/11/2021 – CURRENT – Vratsa, Bulgaria

**President, CMC – CHAMBER OF COMMERCE AND INDUSTRY**

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CCI Board of Director Chairperson; Members' rights defending; International trade support; International project management, investment projects; Long term expertise with SMEs, Public authority, EC, EP; Experience in conducting + moderating forums national and European; Certified Management Consultant CMC; Management and implementation of more than 90 projects.

01/06/1997 – 1/11/2021 – Executive Director – Chamber of Commerce and Industry – Vratsa, Bulgaria

Chamber's activities management; Members rights defending; International trade stimulation; SMEs projects, financial analysis of companies, business evaluations, international project management, investment projects, business plans, in-company training, training programs for SME's; Working experience with micro entrepreneurs, small and medium-sized enterprises, self-employed, start-ups, family businesses, training providers; Experience in conducting + moderating workshops, seminars, conferences - face to face and online; Consulting and Assisting companies; SME Trade register; SMEs Tax and tariffs consultancy. Management and implementation of more than 90 projects.

01/01/2008 – 1/01/2022 – Vratsa, Bulgaria

**HEAD OF ENTERPRISE EUROPE NETWORK CENTE - NETWORK OF EC - DG GROW – EC DG GROW/ EISMEA**

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Consulting and assisting the SME, supporting business eco-system; SME's Development activity, Working+Sector groups within the Network; Program Manager for SME's Development, SME's policy, Administrative support for SME's, Project's appraisals, Consultancy for SME's and SMEs start-ups. Support on Trade barriers; Intellectual property rights. Technological transfer; B2B, matchmaking events, Market analysis.

01/05/1999 – CURRENT – Vratsa, Bulgaria

**PRESIDENT – AGENCY FOR REGIONAL AND ECONOMIC DEVELOPMENT**

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Board of Directors President, Representing the Agency, Executive Management Control, Improving Economic and social eco-system in NW Bulgaria through Measures for Resilience, Sustainability, Encouragement of Entrepreneurial Initiative and Employment in Accordance with Development Strategies of the Region. Sustain, enhance and promote BARDA Network of Sustainable Local Entities that Foster Regional and Rural Development in Bulgaria

01/09/2003 – CURRENT – Sofia, Bulgaria

**MANAGER – NATIONAL VET CENTER WITHIN BCCI**

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Developing an effective system of lifelong learning; offering a variety of forms of formal, informal and independent vocational training appropriate to the needs of the labour market; Development of a quality system of the educational process, tailored to the learning environment, learning content, assessment methods, innovative forms of training and qualification of trainees; Participation in the development and implementation of the new dual training Agenda; Implementation of a system for certification/validation of the results of formal and informal training; Implementation of European practices in the field of professional qualification and validated professional standards, as well as foreign experience for the implementation of quality systems directly related to increasing the competitiveness of SMEs

01/01/2013 – CURRENT – Sofia, Bulgaria

**CMC, BOARD OF DIRECTORS MEMBER – THE BULGARIAN ASSOCIATION OF MANAGEMENT ADVISORY ORGANISATIONS (BAUKO)**

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Maintain high professional and ethical standards in the field of management counselling, promote market development of consultancy services and assist its members in identifying and implementing business opportunities. Presentation and protection of the professional interests of members; Identification, exchange and realisation of business opportunities by creating conditions for mutual understanding and partnership between the members of the organisation. Identification and realisation of business opportunities through partnership with Bulgarian and international business, state, municipal, government and non-governmental organisations.

01/10/2020 – 01/10/2022 EU, Bulgaria

**PROJECT COORDINATOR – REFRAME, ERASMUS+ KA202 - STRATEGIC PARTNERSHIPS FOR VOCATIONAL EDUCATION AND TRAINING**

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Develop training materials on the topic of Circular Economy (CE) that will enable the project's target groups – SMEs in the construction, manufacturing, and crafts sectors, to acquire the skills and knowledge required in order to apply the principles and the implementation strategy of CE in their work environment. The combination of the activities related to CE provides SMEs and micro-enterprises with the advantage they seek against their competition as they apply to the whole range of their operations.

01/10/2019 – 30/09/2022 – Bulgaria+ EU

**PROJECT LEADER – INCLUDE , ERASMUS+KEY ACTION 2: COOPERATION FOR INNOVATION AND THE EXCHANGE OF GOOD PRACTICES**

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Develop learning and teaching materials for managers and employees of SMEs, SMOs, and startups which will support them in their day-to-day challenges of the digital transformation with a modern, inclusive leadership approach. Sensitise the target group to the inclusive leadership in the context of digitalisation as well as to increase knowledge, competences, and competitiveness.

01/01/2019 – 01/12/2021 – EU, Bulgaria, Finland, Serbia, Slovenia

**PROJECT COORDINATOR – RIS-CURE, EIT RAW MATERIALS**

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Developing innovation model merging all relevant stakeholders within the knowledge triangle in the field of industry, research, and education in order to increase regional competitiveness based on a regional scale. The innovation is into zero waste paradigm, which means that, once valuable raw materials such as CRM and other metals are extracted, the residues can be recycled for the construction sector.

01/05/2019 – 01/12/2022 – North West Bulgaria, Bulgaria + EU countries

**PROJECT COORDINATOR – DIALOG , INTERREG EUROPE 2014-2020**

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Coordination of the Project activities on identification, modelling and circulation among DIALOG partners of best practices in the field of social innovation focused on increasing the participation of all the stakeholders, define action plan for Bulgaria aimed at strengthening the role, skills and participation capacity of the social partners and citizens in the definition and implementation of the innovation investments.

01/04/2019 – 30/12/2021 – Brussels, Belgium, Bulgaria, other EU countries



**PROJECT LEADER** – READY2NET - EC DG GROW

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Leading pilot initiative aiming to assist European SMEs to develop, further expand or improve their international business by creating SME networks aimed at enhancing SME's capacity to exploit foreign markets for export purposes.

Budapest MA of DTP , Hungary

**PROJECT LEADER** – RESTART\_4DANUBE - DTP

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Leading the process of supporting and developing creative industry in urban regeneration for a stronger Danube region.

01/06/2018 – 30/11/2022 – Lille, France

**PROJECT COORDINATOR** – OUR WAY INTEREG EUROPE 2014-2020

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Coordination and management of the activities for preservation and promotion of cultural and natural heritage through Green WAYS.

## ● **EDUCATION AND TRAINING**

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01/10/1976 – 30/09/1981 – Sofia, Student Town, Sofia, Bulgaria

**M.SC. IN ECONOMICS** – University of National and World Economy, Sofia

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<https://www.unwe.bg/en>

15/03/1999 – 01/10/2000 – ICMCI C/O Maurer & Stager AG Fraumünsterstrasse 17/Postfach 318 CH – 8024 Zurich, Zurich, Switzerland

**CMC - CERTIFIED MANAGEMENT CONSULTANT** – ICMCI + Institute of Management Consultancy - London, UK

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<https://www.cmc-global.org/contact-us>

01/09/1978 – 01/05/1981 – Sofia, Student Town, Sofia, Bulgaria

**PROFESSIONAL TEACHER** – University of National and World Economy - Faculty of Education

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<https://www.unwe.bg/bg/pages/12905/%D0%B7%D0%B0-%D1%83%D0%BD%D1%81%D1%81.html>

01/01/1999 – 15/10/1999 – Roma, Italy

**MBA** – Consorzio per la formazione Internazionale - IRI, Roma, Italy

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2002 – 2006 – Dijver 11 BE-8000 Bruges BELGIUM, Bruges, Belgium **CERTIFICATES - EUROPEAN STUDIES** – College of Europe - Bruges

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<https://www.coleurope.eu/about-college/contact-us>

03/2021 – 03/2021 – KEARNEYIMP3ROVE European Innovation Management Academy -Dusseldorf 40211, Dusseldorf, Germany

**CERIFICATES FOR QUALIFICATION SUSTAINABILITY DRIVEN INNOVATION MANAGEMENT AND TOOLS** – KEARNEYIMP3ROVE European Innovation Management Academy

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05/2019 – 05/2019 – Sofia, Sofia, Bulgaria

CERIFICATES FOR QUALIFICATION EMOTIONAL INTELLIGENCEY, CONFLICT MANAGEMENT – Together Ltd.

[www.zaedno-bg.com](http://www.zaedno-bg.com)

2019 – 2019 – Brussels, Place Rogier, Brussels, Belgium

CERTIFICATE OF EXCELLENCE MASTERCLASS – EASME

2010 – 2010 – Sofia, Bulgaria

EVALUATOR - BUSINESS ASSESSOR OF COMPANIES, TRADE ENTITIES AND LOANS/ ASSESSORS OF MACHINES AND EQUIPMENT – Bulgarian Independant Assessors Chamber

10/2007 – 01/2009 – Sofia, Bulgaria

CERIFICATES NO 1652; NO 1636; NO 1446 /2007-2009 PROJECT MANAGEMENT; MONITORING AND CONTROL; EU FUNDS AUDITING – New Bulgarian UNIVERSITY

## LANGUAGE SKILLS

**Mother tongue(s):**

BULGARIAN

**Other language(s):**

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C2	C2	C2	C2	C2
<b>FRENCH</b>	C2	C2	C2	C2	C2
<b>ITALIAN</b>	C1	C1	B2	B2	B1
<b>RUSSIAN</b>	C2	C2	C1	C1	B2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

## DIGITAL SKILLS

Google Drive | Outlook | Social Media | Zoom | Facebook | Skype | LinkedIn | Google Docs | Power Point | Organizational and planning skills | Team-work oriented | Written and Verbal skills | Internet user | Presenting | Good listener and communicator | Motivated | Strategic Planning | Gmail | Critical thinking | Responsibility | Decision-making | Conflict resolution | Research and analytical skills | Microsoft Office | Microsoft Powerpoint | Microsoft Word | Microsoft Excel | Flexibility | Analytical skills | Good time management

Google Drive; Outlook ; Microsoft Office, Microsoft Powerpoint, Zoom; Google Docs; Internet user;

Social Media: Facebook, LinkedIn, Skype;

Organizational and planning skills; Team-work oriented; Written and Verbal skills; Presenting;

Good listener and communicator; Motivated; Strategic Planning; Critical thinking; Responsibility; Decision-making; Conflict resolution;

Research and analytical skills; Flexibility; Analytical skills; Good time management;