

PERSONAL INFORMATION Petar Dzhelepov

Sex Male | Date of birth 10/08/1982 | Nationality Bulgarian

WORK EXPERIENCE

07.2020-

Member of Financial Supervision Commission

Sofia, Bulgaria, <https://www.fsc.bg/>

03.2018-07.2020

Executive Director, member of the Board of Directors

Municipal Bank AD, Sofia, Bulgaria

- Organization, management and control of the bank's activities as a member of the Board
- Bank representative

01.01.2016 – 28.08.2017

Regional manager, North region

United Bulgarian bank, Sofia, Bulgaria, <http://ubb.bg>

- Responsible for the implementation of the Bank's business strategy and policy in its entrusted region in retail and SME segments.
 - Performs monitoring and control of the achievements; targets of the branches and Business Centers.
 - Participates in the business planning process and approves the targets of the branches and Business Centers in the region.
 - Participates in the process of dismissal, taking on and selection of the managers and employees in the region.
- The North Region includes - 14 branches, 3 offices and 1 business center in the districts of Gabrovo, Lovech and Pleven.

01.03.2011 – 31.12.2015

Regional manager, Sofia west region

United Bulgarian bank, Sofia, Bulgaria, <http://ubb.bg>

- Responsible for the implementation of the Bank's business strategy and policy in its entrusted region in retail and SME segments.
- Performs monitoring and control of the achievements targets of the branches and Business Centers.
- Participates in the business planning process and approves the targets of the branches and Business Centers in the region.
- Participates in the process of dismissal, taking on and selection of the managers and employees in the region.

01.10.2010 – 28.02.2011

Retail aria manager, Sofia west region

United Bulgarian bank, Sofia, Bulgaria, <http://ubb.bg>

- Evaluates, coordinates and controls the development of the branches and the implementation of the retail targets for the Sofia-West region. Supports PM's work in staff management and budget execution for the Retail Banking segment.

15.06.2009 – 30.09.2010

Regional manager, Small enterprises

CIBANK JSC, Sofia, Bulgaria, <http://cibank.bg>

- Provides assistance to employees of the branch network to achieve the business objectives, task and compliance with the service standards.
- Consulting and sales trainer in the "Small enterprises" sector. Participation in the development of products and services for business clients.
- Participates in the development of products and services for business clients.

- 01.01.2009 – 14.06.2009 **Manager of business development, Private banking**
Raifeisenbank (Bulgaria) EAD, Sofia, Bulgaria, <http://rbb.bg>
- Analyses and targeting of prospective clients for the “Private banking” sector.
 - Attracting wealthy clients and negotiate.
 - Organizing and optimizing the work in the “Private banking” sector.
- 02.06.2007 – 31.12.2008 **Manager sales effectiveness, Retail banking**
Raifeisenbank (Bulgaria) EAD, Sofia, Bulgaria, <http://rbb.bg>
- Maintenance and management of sales of banking products and services in the Retail banking sector.
 - Conducting trainings for effective sales of employees in the branch network of the bank.
 - Supporting and monitoring for the fulfillment of the objectives and maintaining the sustainable development of the bank.
- 01.01.2007 – 01.06.2007 **Specialist “Sales analysis and third parties”, Card centre**
International Asset Bank, Sofia, Bulgaria, <http://iabank.bg>
- Monitoring the card activity in the bank, reporting and analysing sales and transactions.
 - Controls issuance and renewal of the cards form Borica and MasterCard.
 - Consulting of employees of the bank and the clients regarding bank cards.
- 01.12.2005 – 31.12.2006 **Specialist “Checks and cards services”, Card centre**
International Asset Bank, Sofia, Bulgaria, <http://iabank.bg>
- Preparation of reports and analyses related to check and card activity in the bank.
 - Preparing of instructions to the branch network for work with checks and bank cards.
 - Creating and updating of the legal framework and rules for work with checks and bank cards.

EDUCATION AND TRAINING

- 2009-2011 **Master’s degree in Business administration**
University of national and world economy, Sofia, Bulgaria, <http://unwe.bg>
European economy, global management, international business, marketing, commodity markets, public finance;
Strategic management and organization of companies, commodity and innovation policy; Labor-insurance relations.
- 2000-2005 **Bachelor’s degree in Accounting and Control**
University of national and world economy, Sofia, Bulgaria, <http://unwe.bg>
- Fundamental training in basic economic disciplines, such as macroeconomics, microeconomics, accounting, finance, management, as well as economics related disciplines - law, mathematics, informatics, etc.;
 - Specialized training in the field of financial control, accounting and finance;

PERSONAL SKILLS

Mother tongue(s) Bulgarian

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	A2	A1	A1

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

Communication skills ▪ good communication skills gained through my experience as sales manager

Organisational / managerial skills ▪ leadership

Job-related skills ▪ good command of quality control processes (currently responsible for quality audit)

Digital competence	SELF-ASSESSMENT				
	Information processing	Communication	Content creation	Safety	Problem solving
	Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

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

▪ Very good knowledge of MS OFFICE, T24, SAP, APHASY, IAPPLY, SLAM

Driving licence B