



Krasimir TERZIEV, Ph.D.

Professional Resume

Business leader, entrepreneur, and manager of an IT company based in Los Angeles, USA, with a strong academic background, holding a PhD from the Bulgarian Academy of Sciences (BAS) specializing in satellite communications. Experienced in managing sales departments, employees, and organizational processes in international and Bulgarian IT companies. Former member of the Board of Trustees at Trakia University and an expert in scientific projects and developments of strategic importance. Demonstrates strong decision-making abilities, effective leadership skills for managing structures, departments, and divisions, and ability to assess and analyze internal and external factors and resources to achieve organizational goals and priorities. Adept at motivating and coordinating teams. A positive and proactive individual, inspired by Franklin Roosevelt's motto: "A smooth sea never made a skilled sailor."

Contacts

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- Email: krterziev@gmail.com
- Email: krasimir@orbitalconnect.com
- Location: Sofia, Bulgaria

Professional Skills

- Management and Leadership
- Strategic Development
- Marketing and Sales Strategies
- Strategic Finance
- International Business
- Market Evaluation and Analysis
- Project Management
- Pricing and Market Strategies
- Regional Business Strategies
- Complex Decision-Making
- Forecasting and Planning
- Lecturer and Facilitator of Specialized Training

Professional Experience

Managing partner

Orbital Connect USA and Bulgaria 2021 - current

- Managing all company structures, as well as setting and overseeing organizational goals.
- Internal and external financial planning, control of current assets, liquidity, and budgeting.
- Developing strategic corporate and governmental partnerships to achieve company objectives.
- Building a network of leading manufacturers and suppliers in satellite services.
- Evaluating and analyzing current processes and procedures and implementing new technologies to optimize them.
- Monitoring and enforcing high business and ethical standards while optimizing them.
- Identifying new market opportunities and trends and organizing an action plan to capitalize on them.

Education

Bulgarian Academy of Sciences

Institute of Information and Communication Technologies

Doctor of Philosophy **2021 - 2024**

Dissertation Topic:

Review and analysis of modern satellite communication systems and innovative Methods for Improving their efficiency.

Southwestern University, Blagoevgrad

Business Management

Master's Degree **2013 - 2015**

Fernuniversität, Hagen, Germany

Governance

Master's Degree **2011 - 2013**

Trakia University, Stara Zagora

Social Activities

Bachelor's Degree **2007 - 2011**

International College, Münster, Germany

Technical Course

College **2003 - 2005**

Professional Experience

Head of International Sales Department

VIVACOM, "BTC" AD

2017 - 2021

- Managing the international sales department for the company's services.
- Planning, budgeting, and overseeing financial goals and results of the assigned department.
- Setting sales targets for employees and achieving revenue goals.
- Developing strategic international partnerships and relationships through participation in international conferences.
- Evaluating and analyzing the company's services for optimization and improvement.
- Assessing and analyzing current processes and procedures within the organization.
- Monitoring and ensuring compliance with high business and ethical standards while optimizing them.
- Identifying new market opportunities and trends and organizing an action plan to capitalize on them.

Head of Business Sales Department

VIVACOM, "BTC" AD

2013 - 2017

- Managing the sales department for the central region focused on business services.
- Planning, budgeting, and controlling the financial goals and results of the assigned department.
- Setting sales targets for team members and achieving revenue goals.
- Developing strategic business and governmental partnerships to increase market share and turnover.
- Evaluating and analyzing current processes and procedures for working with business clients and optimizing them.
- Monitoring and ensuring compliance with high business and ethical standards while optimizing them.
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Personal Skills

- Leadership, organizational, and management skills
- Strong communication, motivation, and teamwork skills
- Decision-making abilities
- Critical thinking and creativity
- Problem-solving complex issues
- Multitasking and collaboration

Certificates

- Harvard Business Publishing – Management and Team Leadership
- Customer Management Course - AIMS Human Capital Bulgaria
- Negotiation Skills Course – AIMS Human Capital
- Sales Economics - Yavor Yankulov, E-Training
- Situational Leadership - Blanchard International
- Maritime Satellite Communications - Intellian
- Satellite Solutions - iDirect
- Kymeta Products (owned by Bill Gates)
- Lecturer at VIVACOM Academy
- Test Deutsch als Fremdsprache

Professional Experience

Member of the Board of Trustees

Trakia University, Stara Zagora, Bulgaria 2019 - 2024

- Support for the University in Achieving Effective and Transparent Management
- Active Participation in Providing Quality Education and Training
- Establishment of Useful Contacts and Relationships with Businesses and Employer Organizations to Enhance the Employment Prospects of Graduating Students
- Creation of Beneficial Connections with Businesses for Student Employment Opportunities at the University
- Evaluation and Analysis of Student Recruitment Campaigns at the University
- Participation in Meetings and Active Discussions Regarding the University's Status
- Assessment and Analysis of the University's Rankings and Employment Rates by Specialty
- Expansion of International Partnerships with Leading Universities and Business Organizations
- Participation in Scientific Conferences and Educational Events

Supervisor University Program, MediCampus Malta

Trakia University, Stara Zagora, Bulgaria 2024 - current

- Certificate Requests
- Accreditation Proposals
- Management of Pass Lists
- Samples of Assessed Participants' Work Recommended for Diploma Award

Co Owner, Bulgarian Science LTD.

2024 - current

Bulgarian Science LTD., Sofia, Bulgaria

- Manage the organizational structure and roadmap
- Participate in significant company's processes, procedures
- Lead the development of the company's products and services
- Prepare and oversee the company's budget and investment strategies

IT Competencies

- Satellite Network Topologies, Terrestrial and Maritime Communications
- Private and Public Telecommunications Networks
- Virtual Private Networks (VPNs)
- Professional Internet Solutions
- SaaS, PaaS, IaaS Solutions
- Machine-to-Machine (M2M) Communications
- MAN, RLAN, DWDM, SD WAN
- Smart Homes and Cities
- DDoS and Disaster Recovery Solutions
- VLAN Configurations and Traffic Prioritization
- Siebel, Zoho, Apolo, HubSpot, SAP, E-commerce Resources
- Virtual Servers
- Starlink Satellite Network
- Inmarsat, Iridium, SES, Intelsat, Hellasat Satellite Networks
- Microsoft 365, Cloud Services
- Excellent Computer Skills

Languages

English

Level of proficiency - C1

German

Level of proficiency - C1

Scientific Publications

- **Satellite Communication Solutions from Bulgaria:** <https://nauka.bg/spatnikovi-komunikacionni-resheniya-balgariya/>
- **Modern Satellite Communication Systems:** <http://ndtla.tu-sofia.bg/ADP%20Magazine%20site/4%20Proceeding/ADP%202020%20Issue%202.pdf>
- **Trend in the satellite industry:** http://tru.unisz.bg/tsj/TJS%20-%20Suppl.1,%20Vol.18,%202020/56_Kr.Terziev.pdf

Scientific Publications

- **The Impact of Innovation in the Satellite Industry on the Telecommunications Services Market:** <https://www.iict.bas.bg/pecr/2020/73/3-PECR-30-38.pdf>
- **Trends in the satellite industry:** <https://satellitemarkets.com/trends-satellite-industry-users-perspective>
- Use of Satellites for Observation of Objects in Agriculture <https://ieeexplore.ieee.org/document/9988626>

Participation in Specialized Conferences

- **IBC Amsterdam, Netherlands** - Broadcasting Technology Event
- **AfricaCOM Cape Town, South Africa** - Technology Event for Satellite Communications
- **GovSatCom Luxembourg** - Government Satcom Conference
- **Satellite Show Washington** - Conference with Representatives from Leading Companies in the Satellite Industry
- **Inmarsat Maritime Conference, London, United Kingdom**
- **Intelsat Partner Conference, Fuchsstadt, Germany** - Meeting with Company Management and the Partner Network
- **Space Tech Expo Europe** - A leading satellite and space technology industry conference held annually in Bremen, Germany.
- **MBT Vodice, Croatia** - Innovations and Trends in the Media Industry
- **BePartner iDirect, Brussels, Belgium** - Meeting with iDirect Management to Expand Partnership Relations
- **CABSAT, Dubai, UAE** - Latest Trends in Satellite Communications and Solutions
- **SMM Hamburg** - Maritime industry event, held in Hamburg, Germany