

Svetla Ganeva

Date of Birth: May 21, 1979

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Education:

Central European University – Budapest, Hungary – Fall 2005 – present. Expected graduation: June 2006.

International Relations and European Studies

Pursued MA degree

American University in Bulgaria (AUBG) – Blagoevgrad, Bulgaria - Fall 1998 – May 2002

Political Science and International Relations; Economics minor; Mass Communications minor

GPA: 3.77/4.00 – Graduated with High Honors; Bachelor of Arts degree

American University of Paris (AUP) – Paris, France - Visiting student - Fall 1999, Fall 2000

GPA: 3.87/4.00

French Cultural Center – Sofia, Bulgaria – Fall 1995 – July 1998

Complete French Course Program

First English High School – Sofia, Bulgaria – Fall 1993 – May 1998

GPA: 5.88/6.00

Work Experience:

Relationship officer – October 2003 – July 2005

ProCredit Bank (Bulgaria) JSC, Sofia, Bulgaria

Managing overall relationships with corporate clients, including coordination of servicing by different departments, credit analysis and loan disbursement, management of client credit and collateral exposition in terms of legal limitations; analyzing market opportunities and risks related to client portfolio and initiating measures to limit risks; analyzing inter-bank competition and taking measures to retain current clients; initiating and performing acquisition for customer target groups

Junior Associate – Aug.-Oct. 2003

Alternative Distribution Channels - Sales Division, Retail Banking, Biochim Bank, Sofia, Bulgaria

Developing and controlling distribution channels for bank products: retail offerings for corporate clients - contacting new corporate clients and preparing retail offers for them, negotiating offer terms; analyzing market opportunities for client development; preparing acquisition plans for different customer target groups; developing and implementing mobile sales force concept; developing partnerships; coordinating department initiatives with Products division and regional managers

Junior Consultant – Jan.- April 2003

A.T.Kearney Vienna – project on post-merger integration & transformation of Biochim commercial bank as part of Bank Austria and HVB Financial Services Group, Sofia, Bulgaria

Worked with different departments of the bank to prepare post-merger transformation and integration plans and coordinate department-wide optimization initiatives; worked with HR/Organization department to support organization-related changes and became primary responsible for transformation management of department after senior consultant left the project; participated in the preparation of 3-year business plan for the bank, including setting revenue targets, cost-cutting initiatives, and post-merger synergy effects catalogue; actively engaged in other program management initiatives

Junior Expert – Sept. – Oct. 2002

Agency for Economic Analysis and Forecasting, Ministry of Finance, Sofia, Bulgaria

Analyzing EU monetary and economic integration policies, worked on the National Plan for Development, analyzing priorities for EU funding, coordinating & evaluating ministry initiatives, updating macroeconomic data

Project Associate – Jan.-May 2002

University of Sydney and American University in Bulgaria project on party consolidation in new democracies

Conducted research, created and maintained a database, prepared report about party voting patterns

Departmental Assistant – Sept.2001- May 2002

Department of Politica Science & International Relation, AUBG, Blagoevgrad, Bulgaria

Prepared evaluation projects for an introductory political science course, graded quizzes, created and maintained a database, conducted research on: government-media relations, patterns of party voting, environmental problems

Intern – Oct.-Dec. 2000

International Political Science Abstracts magazine, Paris, France

Wrote and edited abstracts, researched and classified articles/topics for the magazine, translated from Russian

Skills and Activities:

International Experience:

- *Human Rights Advocacy* – Budapest, Hungary – December 2005

Workshop/training organized by the Human Rights Students Initiative, Central European University

- *International Institute for Political and Economic Studies (IIPES)*- Chania, Crete, Greece – July 14-Aug.7, 2002

Course in conflict management and economic development, org. by Georgetown University and the Fund for American Studies

- *Balkan Case Study Seminar*, marketing seminar organized by Procter & Gamble, Bucuresti, Romania – April 17-21, 2002

Developed a project for launching a deodorant on the Balkan market.

- *Work and Travel USA* – Cape Cod, MA, USA – May-Sept. 2001

Shift manager in a small shop, organized day-to-day business, dealt with team recruitment.

- *Summer International School on Slovak Language and Culture*, Slovakia - July 1999

Other Conferences:

- *Trade Finance Seminar*, Sofia, Bulgaria, organized by ProCredit Bank (Bulgaria) – November 2003
- *Balkan Debate Seminar*, Sofia, Bulgaria; Civil Education Project – debate team leader - May 2000
- *Negotiations Seminar*, Varna, Bulgaria; Civil Education Project, team leader - March 1999

Language Skills: Bulgarian - native, English – fluent, French - fluent, Spanish – intermediate, Russian – basic

Computer Skills: MS Office, Claris Works, FileMaker Pro, PageMaker, SPSS

Honors/Awards:

Scholarship by the Central European University – MA Degree

Scholarship by the Fund for American Studies for IIPES – Summer 2002

Silver Medal on Freedom Forum Journalism Competition: *Ethical Standards of News Gathering in Bulgaria* – Apr. 2002

AUBG: Dean's List for Academic Merit – Spring 2001, Fall 2001, Spring 2002

AUP: Scholarship for Academic Achievement – Fall 1999, Fall 2000; Dean's List for Academic Merit – Fall 1999, Fall 2000

AUBG: Scholarship for Academic Achievement – 1998-2002; Supplementary Merit Scholarship – 2000-2002