
GEORGE ALEXANDROV

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Professional Work Experience

(References available upon request)

06/2015 - Present

Oracle
Sofia, Bulgaria

Country Managing Director

- Responsible for the overall country-specific governance of Oracle (incl. compliance with regulatory and company policies, processes and strategies, customer relations, HR matters, compensation policies, etc.).
- Official representative and spokesperson of Oracle for all matters relating to the relevant subsidiary (incl. in relation to governmental and industry bodies, customers, business community and organizations, IT and other associations and public relations).
- Leading the development and execution of the country-specific Technology Business Plan to give focus and direction for achievement of fiscal year objectives and targets.
- Driving the change management strategy for pivoting to first cloud approach.
- Responsible for the weekly forecasting of license and cloud booking and consumption revenue for current and next quarter.
- Acting an executive sponsor for several large customers.
- Overseeing and participating in key contracts' negotiations.
- Ensuring, in partnership with Alliances and Channels (A&C), that the partnering strategy is coherent across different Lines of Businesses (LOBs).

12/2018 - Present

American Chamber of
Commerce
Bulgaria

Board Member

- Oversight and policy decisions with respect to the programs sponsored by the Chamber.
- Determination of the amount of membership and other fees.
- Organisation and management of the activities of the Chamber.
- Disposal of the Chamber's property in compliance with the requirements of these Statutes.
- Performance of a liquidation procedure regarding the Chamber or designation of another person for liquidator.
- Adoption and amendment of a Code of Conduct for Board of Directors Candidates.
- Determination of all matters not reserved to other organs of the Chamber.
- Appointment and release from office of the Chief Executive Officer, determination of financial limitation upon his/her representative powers, and determination of his/her remuneration (if any).
- Determination of salaries and remuneration of all Chamber employees.
- Review and approval of the annual report at the end of each fiscal year.
- Setting forth the procedures and amounts for check and note signing authority.
- Selection of Auditors;

06/2014 - 05/2015

Oracle
Sofia, Bulgaria

Technology Sales Manager

- Coordinating and participating in the development of the Technology Business country plan.
- Responsible for the weekly forecasting of license booking and revenue for current and next quarter.
- Responsible for the satisfaction of the customers located in the country.
- Representing Oracle before customers.
- Acting as an executive sponsor for several large local customers.
- Involved, as required, in the negotiation of major contracts with customers headquartered in the country

- Ensuring, in partnership with Alliances and Channels (A&C), that the partnering strategy is coherent across Lines of Businesses.
- Takes ultimate responsibility to ensure fair treatment of all local partners within approved compliance policies and guidelines, in concert with Alliance and Channel.

07/2009 - 05/2014

Oracle
Sofia, Bulgaria

Technology Sales Representative

- Responsible for the revenue achievements of the Oracle General Business Core Technology in Bulgaria, Existing General Business accounts management and new account development (incl. the identification of prospective customer needs and selecting proper Technology solutions to satisfy their requirements).
- Working with and developing relationships with Oracle Alliance and Channel Partners to drive revenue and maximize customer service.
- Building and maintaining relationships with selected top General Business customers, as the main selling channel Leverage sales initiatives to achieve business goals.
- Communicating and interacting with the General Business team, country channel managers, partners, VADs aimed on successful sales processes.
- Providing weekly accurate sales forecasts to management.

08/2008 - 07/2009

Web Solutions
Sofia, Bulgaria

Sales Manager

- Identifying prospect clients and revenue opportunities, creating, and maintaining a network of contacts, cold calling, identifying, and clarifying prospects requirements and expectations, working closely with the Software engineers, coordinating sales engineering process, writing proposals, actively negotiating, and closing deals, supporting the Web Solutions Director in budgeting, planning and performance management efforts.
- Managing the weekly opportunity pipeline.
- Developing marketing materials and updating offer templates.
- Working on business development project and entering new markets with the business Development Manager and the Web Solutions Director;

04/2007 - 08/2008

IBM
Sofia, Bulgaria

Territory Sales Representative

- Developing, through direct customer contact, ongoing business relationship with major small and medium business clients in one or more industry segments.
- Identifying opportunities and providing solutions to customers' business needs, focusing on improving their business and financial performance.
- Collaborating with different Lines of Businesses (LOBs) on identifying and closing business opportunities.
- Weekly booking revenue forecasting.

07/2006 - 03/2007

IBM
Sofia, Bulgaria

Inside Software Sales Representative

- Identifying, through direct customer contact, new software opportunities within major small and medium business clients in one or more industry segments.
- Partnering with Territory Sales Representatives in working on identified opportunities in their respective territories.
- Weekly booking revenue forecasting.

04/2006 - 06/2006

Orbitel
Sofia, Bulgaria

Corporate Solutions Consultant

- Building a network of corporate clients and partners, presenting Orbitel and the services offered by the company, with focus on positioning and selling internet, VPN, and fixed telephony services.
- Selling Orbitel's services through analyzing the corporate client's needs, offering the suitable technical solution, and applying it through coordinating that with credit and technical departments.
- Acting as a point of contact to clients regarding the development processes.
- Creating long lasting relations with corporate clients and partners.

- 11/2001 - 03/2006
Orbitel
Sofia, Bulgaria
Sales Consultant
 - Building a network of clients and partners, presenting Orbitel and the services offered by the company.
 - Selling Orbitel's services through analyzing the client's needs, offering the suitable technical solution, and applying it through coordinating that with credit and technical.
- 07/2001 - 11/2001
Sofia, Bulgaria, Bulgaria
Customer Service Support
 - Providing 1st level technical support of dialup internet access service via phone and email; providing information about company's services; supporting clients at the office and accepting payments

Education and Training

- 03/2016
Sofia
Bachelor of Science in Financial Management and Marketing
VUZF (University for Insurance and Finance)
- 2000
Ruse
High School Diploma in Humanistic Studies
Hristo Botev High School

Certifications

Oracle Cloud Infrastructure Foundations 2020 Certified Associate Advice for Leaders During a Crisis

Languages

English (C1 fluent) Bulgarian (C2 native) German (A1 elementary)