

Curriculum Vitae



PERSONAL INFORMATION

Surname: Yolova

Name: Irena

Address: Veslets 34, Sofia

Cell: +359 89 204 13 87

Mail: yolova_irena@yahoo.fr

Date of birth: 31 January 1987

Place of birth: Shumen, Bulgaria

Nationality: Bulgarian

Marital Status: Married

Languages: English, French, Bulgarian

Computer Skills: Microsoft Excel, Word, Power Point, Outlook

Driving license: B

Profile: Non-smoker

During the last eight years, I was working in leadership positions, so I have learned to work well in a team and to be an effective person who likes to see the work well done. I am dealing with stressful situations due to a positive sense of humor. The exact words that describe me are honesty, discipline and diligence. My diverse profile allows me to adapt to different tasks, to be flexible and reactive. I believe that we can achieve everything if there is a strong will.

EDUCATION :

IAE Business School

Nice, 2014

Master II Marketing

Marketing studies and research

Marketing plan development and evolution of risks

Sophia Antipolis University

Nice, 2012

Master I Tourism

Operation and management of tourism products

Sophia Antipolis University

Nice, 2011

Bachelor of foreign languages

English and Portuguese

Law, economy and management

High School "Nikola Y. Vaptsarov"

Shumen, 2006

Bilingual Diploma

English and French

PROFESSIONAL EXPERIENCE:

ESTEL PROFESSIONAL

Sofia, Bulgaria

2018

Sales Manager

Negotiating all contracts with clients

Coordinating sales efforts with marketing programs

Evaluating needs of clients, promote products and services

Creating new strategies to increase sales plan

V-WAX

AMEUBLEMET

Cagnes-Sur-Mer, France

2015-2016

International Buyer

Price negotiation with suppliers

Development of client offer

Sending, monitoring and tracking of samples

Development of new products and markets

GROUP RETIF

DEVELOPMENT

Villeneuve-Loubet, France

2014

Assistant Product Head

Packaging and decoration management

Quality Monitoring

Relationship and negotiation with suppliers (Europe and Asia)

Referencing of products in the computer system

Benchmark (Detection and forecast of new consumption patterns)

QCNS CRUISE

Monaco

2012-2013

Marketing Assistant

Updates of the website: www.sejourvoyages.com

Participation in the creation and sending of newsletters

ACTIVITIES:

Travels and boxing