

Professional Resume

Evlogi Georgiev

Summary

Empathetic leader, with more than 20 years of experience in Information Technology industry. Adept at building and retaining high-performance teams by hiring, developing and motivating skilled professionals. Track record of successfully founding and expanding own businesses. Background in technical expertise achieved by working as project manager, technical lead and software developer in complex business-critical systems.

Highlights

- Leadership
- Strategic planning
- Steering company during different stages of development
- Thorough execution of company strategy
- Senior staff and employee motivation
- Analytical way of thinking
- Budget planning and control
- Directing hiring and recruitment
- Directing business development
- Directing delivery units
- Directing brand building and brand promotion
- Creating strategic alliances and partnerships with vendors and service providers

Education

- Computer Science, Technical University of Sofia, dropped out 2nd year and start working as Software Developer
- Master Degree in Navigation, Naval Academy N.Y.Vaptzarov, Varna
- Mathematics and Informatics, Specialized Math. School, Vidin

Professional Experience

Member Board of Directors, BBBA (www.bbba.bg)

Oct.2021 - present

Participating in Board meetings and discussing new initiatives of the association; checking financial state of the association. Participating in discussions about strategies for development of BBBA.

Member Board of Directors, Sciant AD (www.sciant.com)

May.2023 - present

Getting informed about new strategic initiatives of the current CEO. Debating it in Board meetings. Correcting or approving initiatives. Monitoring current company state as shown in monthly management reports.

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CEO, Sciant AD (www.sciant.com)

Jan.2022 - May.2023

Managing and directly responsible for Fintech Practice, HR/Recruitment, Administration and Finances and devops team. Managing and directly responsible for company infrastructure.

Directing and overseeing company strategy, Fintech Practice strategy.

Actively engaged in VP of Technology for steering the development of technical capabilities of the company. Actively engaged in M&A initiatives of the company.

COO, Sciant AD (www.sciant.com)

Jan.2020 - Jan.2022

Managing and directly responsible for all technical staff: Technical leads, developers, QA and devops.

Overseeing and directing personal technical improvements, tech. certifications, etc.

Managing and directly responsible for company infrastructure.

Actively engaged with recruiting of technical staff. Actively engaged in VP of Technology for steering the development of technical capabilities of the company.

Managing Director, Sciant AD (www.sciant.com)

March.2016 – Jan.2020

Founding Sciant AD with partners by merging assets of existing smaller companies. Managing Director, member of the Board of Directors and a major shareholder.

Sciant is joint-stock company specialized in providing IT services to other software product companies. The company model started by providing augmentation to existing technical teams on our customers' side. The model later developed further - presently Sciant is fully capable to deliver complete software solutions. Our teams can perform all steps from product design to the final end-to-end tests, and then to follow with deployment and maintenance through its lifecycle.

The differentiator between Sciant and every other IT services company is our industry specialization. Sciant has invested in building industry-specific domain knowledge and has structured the following verticals: Travel & Hospitality, Transportation & Logistics, Fintech and Automotive

Apart from industry specialization, Sciant is also specializing in the following technologies:

- Mainstream technologies: Java, .Net, JavaScript front-end technologies (React, Angular)
 - Data science: Machine Learning and Artificial Intelligence
 - Big data and Business Intelligence: designing databases, DWH, Data Lakes; BI and reporting
- The company has considerable experience in integration of complex business-critical systems:

integration of Exchanges (Fintech), integration of huge middle-ware systems (switches) in Travel & Hospitality, all of them processing huge volume on transactions.

Sciant experienced explosive growth since foundation in early 2016. The main reason for it is the thorough execution of the adopted strategy for industry specialization.

- Assembling top management team, aligning them

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- Defining strategy for building industry-specific verticals in Travel & Hospitality, Transportation & Logistics, Fintech (and crypto currencies) and Automotive
- Thorough and timely execution on the strategy
- Periodically restructuring the company in sync with its current size
- Defining and structuring separate units: Administration and Finances; Business Development; Delivery units per each vertical; Shared units for infrastructure and application support
- Enforcing dynamic company culture which values transparency, integrity, technical upskilling and knowledge sharing
- Enforcing streamlined process for hiring and recruitment
- Budget planning and control
- Expanding network of trusted partner companies which is providing pool of technical resources
- Creating and expanding network with partnerships aligned to the company verticals: Oracle Hospitality, Tableau, etc.
- Steering company brand building and brand promotion as an employer and a good place for work
- Steering company Marketing and brand promotion towards our customers and towards industries in which the company has strategic interest
- Achieved 90% revenue growth year-over-year since the company foundation
- Achieved solid 10+% EBIT every year since the company foundation, even though the company is in aggressive growth mode
- Achieved high level of automation in billing process leading to DSO to 34-35 days
- Enforced streamlined processes in Finances, which resulted timely financial reports for KPI

Managing Director, ITCIS Ltd.

Jun.2005-Mar.2016

Gradually transitioning from a technical person to a company leader. ITCIS experienced continuous organic growth through the years. The company was providing nearshore IT services to customers all around the globe.

- Recruitment of tech. staff
- Building delivery team – technical upskill, motivation and alignment of the individuals
- Implementing processes for delivery of complex software and IT projects
- Directly managing delivery teams
- Implementing processes for internal operations and billing
- Business development, sales and presales
- Building network of trusted partner companies for creating a pool of available resources

Technical positions in various companies

Sep.1998-May.2005

- External IT Consultant / Software developer (via IT-C GmbH) for Hewlett-Packard, EMEA HQ – working in numerous projects for business-critical order management systems. Started in Corporate IT and later moved to new Business IT Department. Engaged in merging middleware

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and backend systems for order management during the merge with Compaq. Working close to business owners and implementing their vision. (May.2001-May.2005)

- Project lead, Team lead, senior software developer for Semantec GmbH – lead developer for network-distributed systems. Acquired knowledge in database design and development. (Jan.2000-Apr.2001)
- Software developer for Express Design Ltd – external developer for CSI Srl (later Syntrex) in Padova, Italia. Developing infrastructure system for managed file transfer and secure exchange of business documents (orders, invoices) with encryption and non-repudiation features (19982000)