

BBCC Board of Directors Application

Motivation letter

by Chan Dabare, Group Director at DCV Technologies

Dear Members of the British Bulgarian Chamber of Commerce Board,

I am pleased to submit my application to join the Board of Directors of the British Bulgarian Chamber of Commerce (BBCC). With more than 25 years of leadership experience in the global technology sector, a strong international business network, and a proven track record of building and scaling organisations, I believe I can make a meaningful contribution to the BBCC's strategic objectives, strengthen its position as a leading platform for UK–Bulgaria business relations, and support the sustainable growth of its membership.

My vision is to help the BBCC become an even more influential business community—one that actively connects organisations, facilitates investment, shares expertise, creates commercial opportunities, and delivers tangible value to its members. Below, I outline how I would contribute to each of the Chamber's five core objectives.

1. To increase trade and investment activity between the United Kingdom and Bulgaria

Throughout my career, I have held senior leadership positions in the global technology sector, successfully building and scaling four major IT consultancies across the UK, EMEA, and the USA. Before founding and leading DCV Technologies, I served as Chief Executive Officer for Northern Europe at Tesnet Group, Managing Director at Nexus Group, and Joint Managing Director at Amsphere following a strategic merger. Earlier in my career, I held the position of Senior Director at Tescom, where I spearheaded major client initiatives across a range of industries.

These executive roles have enabled me to build an extensive network of business leaders, decision-makers, investors, and strategic partners. I would bring this network to the BBCC to help expand its membership, strengthen collaboration among existing members, and generate new commercial opportunities between British and Bulgarian businesses.

A particular priority would be to connect BBCC members with UK organisations seeking to explore Bulgaria as a nearshoring destination, investment opportunity, and strategic business partner. Equally, I would support Bulgarian companies looking to enter or expand in the UK market, leveraging DCV Technologies' leadership network and commercial relationships to facilitate introductions, partnerships, market access, investment opportunities, and complex strategic transactions.

By combining the BBCC's established position with my international business experience and network, I would aim to help turn cross-border interest into practical, measurable business outcomes.

2. To facilitate business relationships, economic development and knowledge sharing for the benefit of both countries and the growth and success of BBCC members

At DCV Technologies, we chair the UK Leadership Council, home to our Non-Executive Director (NED) community, comprising 250 of the most influential C-suite executives. Through this network, we help organisations navigate complex cultural, regulatory, and commercial environments, while providing access to experienced leaders and valuable business connections.

One of my greatest strengths is connecting people and organisations in ways that create new opportunities. I believe this capability could bring significant value to the BBCC and its members.

By opening up my professional network and, where appropriate, DCV Technologies' wider ecosystem of clients, partners, suppliers, and senior executives to the Chamber, I would seek to facilitate meaningful introductions, encourage knowledge exchange, and create opportunities for collaboration across sectors.

I would also advocate for more focused networking initiatives that bring together businesses with complementary capabilities, shared interests, or common expansion objectives. These initiatives could help members identify potential customers, suppliers, investors, and strategic partners, translating the BBCC's role as a business community into tangible commercial value and supporting economic development in both countries.

3. To be the first place to come to for assistance when planning United Kingdom/Bulgarian business

For the BBCC to become the first port of call for organisations planning to establish or expand business activities between the UK and Bulgaria, it is essential to strengthen its visibility, accessibility, and reputation as a trusted source of business connections and practical support.

I would actively promote the Chamber across my leadership network and DCV Technologies' broader ecosystem, including clients, partners, and suppliers. Having spent more than 18 years in the commercial technology marketplace, I have developed strong relationships across the technology sector, which I would leverage to position the BBCC as a key facilitator of UK–Bulgarian business relations.

My earlier experience delivering major IT programmes across the public sector, utilities, railways, and investment banking also gives me access to business communities beyond technology. Where these sectors align with the BBCC's priorities, I would use these relationships to broaden the Chamber's reach and attract new members and partners.

My permanent base in the UK would be a further advantage, allowing me to attend events more regularly, meet prospective members and partners face-to-face, and represent the BBCC in relevant business forums. I would also explore opportunities for DCV Technologies' UK-based teams to support the Chamber's promotional activities. Through our local teams in Bulgaria, we could help facilitate complementary initiatives on the Bulgarian side, ensuring that our efforts are coordinated across both markets.

My objective would be to help make the BBCC more visible, better connected, and increasingly recognised as the natural starting point for businesses seeking opportunities in either country.

4. To enhance the knowledge and skills of our members

I am a commercially driven strategist and thought leader with a track record of delivering revenue growth, sustained profitability, high customer satisfaction, and low staff turnover. My experience includes leading multiple acquisitions, positioning two organisations for public listing, and supporting businesses through international expansion, strategic transformation, and organisational development.

I have also undertaken numerous Non-Executive Director roles, providing strategic guidance, governance, and leadership to technology businesses seeking to scale, enter new markets, and strengthen their operating models.

Alongside my executive responsibilities, I have been actively involved in executive coaching, helping senior leaders progress into positions of greater responsibility—for example, supporting Directors in their transition to Managing Director roles and Managing Directors in their development towards Chief Operating Officer positions. My coaching experience includes working with senior professionals at organisations such as the London Stock Exchange, Howden, and the University of Cambridge, as well as leaders in manufacturing and other sectors.

Within DCV Technologies, I also pioneered a change programme that established an organisational structure designed to support growth, openness, and empowerment, creating an environment in which people are encouraged and supported to develop both professionally and personally.

I would bring this combination of executive leadership, corporate governance, strategic growth, and coaching experience to the BBCC. Subject to the needs and priorities of its members, I would be keen to contribute to practical knowledge-sharing initiatives, executive roundtables, mentoring programmes, leadership workshops, and discussions on business growth.

I particularly enjoy mentoring leaders of emerging businesses and supporting young talent. I would welcome the opportunity to share my experience with BBCC members, helping them develop their capabilities, strengthen their leadership teams, and realise their commercial ambitions.

5. To be self-funding, primarily through membership fees

I believe that, if all the four other goals are executed successfully, the fifth one will naturally follow, it will be a result of the expanded membership base, the enhanced collaboration among the members and the increased opportunities, arising out of the growth.

Potential initiatives I would advocate for include:

- ✓ **Expanding the membership base:** Attracting new businesses from the UK, Bulgaria, and relevant international markets by clearly demonstrating the commercial benefits of joining the Chamber.
- ✓ **Increasing member-sponsored events:** Developing more opportunities for members to sponsor and participate in events that align with their business objectives.
- ✓ **Engaging prospective members through events:** Where appropriate, offering sponsorship and participation opportunities to non-member organisations, creating a pathway towards future membership.
- ✓ **Exploring donations and grants:** Identifying suitable philanthropic contributions, institutional partnerships, and government funding opportunities that support the Chamber's objectives and promote UK–Bulgarian business relations.
- ✓ **Attracting private-sector sponsors:** Building relationships with organisations willing to support the BBCC's activities in exchange for relevant sponsorship and visibility opportunities.
- ✓ **Extending the Chamber's international reach:** Leveraging my own and DCV Technologies' networks across mainland Europe, in addition to the UK and Bulgaria, to identify new partners, members, and commercial opportunities.
- ✓ **Creating targeted member showcases:** Organising focused events in collaboration with individual members or small member groups, allowing them to present their expertise, services, and capabilities in a more focused manner.
- ✓ **Developing paid thought-leadership initiatives:** Exploring commercially viable conferences, executive roundtables, networking events, and expert-led discussions on current market trends and business challenges.

I would approach these opportunities with a commercial mindset, focusing on member value, and the Chamber's long-term sustainability. The aim would be to strengthen the BBCC's financial independence while ensuring that its activities continue to serve the interests of its members and the wider UK–Bulgarian business community.

I bring 25+ years of business management and growth to the BBCC and will use my commercial mind and acumen to grow the BBCC network and make it sustainable and self-funding.

If appointed, I would be committed to working collaboratively with fellow Board members and the wider membership to expand the Chamber's reach, strengthen its commercial impact, facilitate cross-border trade and investment, and create meaningful opportunities for businesses in both countries.

Ultimately, my ambition is to help the BBCC become an even more influential, commercially effective, and financially sustainable organisation—one that its members value not only for the connections it provides, but also for the tangible business outcomes it helps them achieve.

Thank you for considering my application. I would welcome the opportunity to contribute my experience, network, and commitment to the continued success of the British Bulgarian Chamber of Commerce.

Yours sincerely,

Chan Dabare

Group Director

DCV Technologies