



Dennitsa Dimitrova

Managing Partner, Head of Tax Consulting

BBCC UK Ambassador

Kambourov & Partners - Tax Consulting
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Candidacy

Candidate for the BBCC Board of Directors at the Annual General Meeting on 25 November 2026, standing as a representative of Kambourov & Partners, member of the Chamber.

Education

Sofia University, LLM (2000)
Oxford Diploma in Accounting and Finance, ACCA (2015)
Languages: Bulgarian, English

Recognition

- Chambers Europe 2026: ranked individually in Tax, Bulgaria, Band 3, as a Notable Practitioner. Client comment: "Dennitsa is very good at explaining tax matters."
- ITR Tax Firm of the Year, Bulgaria (2024) and ITR Transfer Pricing Firm of the Year, Bulgaria (2025).
- ITR Europe Tax Awards 2026: shortlisted in four Bulgaria categories as Kambourov and Partners Tax Consulting.

Professional profile

Dennitsa Dimitrova has more than 20 years of professional experience in international taxation, legal and business advisory. She leads Kambourov & Partners' Tax Consulting practice and advises multinational groups, investors and large corporate clients on cross-border tax matters, VAT, customs and excise, transfer pricing, tax disputes and complex investment projects.

Before joining Kambourov & Partners, she worked with the tax and legal teams of TMF (2006-2009), KPMG (2009-2016) and Deloitte (2016-2019), where she managed major VAT compliance portfolios, led tax audits involving significant VAT refunds and supported the resolution of tax disputes.

Why she is standing for the Board

BBCC brings the right people into the same room in London and Sofia. Her contribution would be to make sure more of those conversations end in a company that has actually entered the other market.

She offers two years of delivered work as UK Ambassador and direct experience of building a presence in the United Kingdom.

Contribution to BBCC to date

- UK Ambassador since 2024.** Appointed at the Annual General Meeting of 16 October 2024. Represents the Chamber in the United Kingdom, connecting companies, investors and professional communities across the two markets.
- Forum moderator, 2025 and 2026.** Moderated the Technology and Microelectronics panel at the inaugural Invest in Bulgaria Forum in London in 2025. At the second edition, on 23 September 2026, led the fireside chat on defence and dual-use technology and moderated the Finance Focus panel on fintech and paytech.
- Institutional representation.** Represented BBCC at the British Chambers of Commerce President's Lunch at the House of Lords in May 2026, and took part in the 15th Annual London Finance and Capital Markets Tax Conference in January 2026.
- Sponsorship brought to the Chamber.** Kambourov & Partners was a Diamond Sponsor of the Invest in Bulgaria Forum 2026 and of The Bulgarian Edit: Beyond Borders, and has supported the Summer Networking Receptions at the Bulgarian Embassy in London in 2024, 2025 and 2026. Dennitsa initiated and secured that support.

Building a business across the two markets

She played a leading role in Kambourov & Partners' acquisition of a UK law firm founded by Bulgarian professionals, giving the firm the ability to carry a client matter from Sofia to London under one engagement. She advises members on UK expansion from direct experience.

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Experience, selected matters and contribution to the Board

Current role

Kambourov & Partners Tax Consulting, Sofia 2019 to present

Managing Partner and head of the tax consulting practice; Partner, Kambourov & Partners.

- Leads a practice advising multinational groups, investors and large corporates on international taxation, VAT, customs and excise, transfer pricing, tax disputes and investment structuring.
- Runs the practice as a business: team, service design, client relationships and technology, including proprietary VAT compliance software that converts accounting data into VAT returns and an AI-assisted accounting interface.
- Sector depth in energy and commodities, including tax advice on offshore oil and gas drilling campaigns in Bulgaria's Black Sea Exclusive Economic Zone, and in telecoms and technology.

Selected matters and institutional work

- Leading attorney before the Court of Justice of the European Union in C-733/22, Valentina Heights, where the Court held that the reduced VAT rate for accommodation cannot depend on a categorisation certificate, and in C-257/20, Viva Telecom Bulgaria, on withholding tax on imputed interest. Part of the legal team in C-124/12, AES-3C Maritza East 1, on the right to deduct VAT.
- Initiated the 2012 update of the Bulgarian BULSTAT register software that allowed foreign participants in the liberalised gas market to register and meet their excise reporting obligations.
- Organiser and speaker, Brexit, Customs and Taxes, Sofia, December 2018, convening companies on the practical consequences of the United Kingdom leaving the European Union.
- Regular speaker for the Balkan and Black Sea Petroleum Association on taxation of offshore energy projects in the Black Sea region.
- Author, VAT on early termination compensation in telecommunications contracts, International Tax Review, September 2024.

Earlier career

Deloitte, tax and legal 2016 to 2019

KPMG, tax and legal 2009 to 2016

TMF Group, tax and legal 2006 to 2009

Managed large VAT compliance portfolios for international clients, led tax audits involving significant VAT refunds and worked on the resolution of tax disputes.

What she would contribute to the Board

Three commitments

Make expertise usable. Serve on the Legal and Tax Committee and put practical content behind the Expansion Bridge and First Call programmes: clear sessions on tax, customs, employing people across two systems and investment readiness.

Finish what the events start. Introduce structured follow-through after the flagship forums, so an introduction made in September is still being worked on in December.

Grow the membership and the UK network. Bring at least two new member companies a year, help retain professional-services members, and continue to secure speakers and sponsorship for the Chamber's programme.

As a non-executive director she would attend the Board's meetings, take a share of the committee work, scrutinise the budget and the programme, and declare and stand aside wherever the interests of her firm could compete with those of the membership.