



Julian Mihov

Director Business Development SEE

PWC

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Education

- ▶ Master of Law, Sofia University "St. Kliment Ohridski", Bulgaria

Languages

English, Bulgarian, Russian

Fields of expertise

- ▶ Business development
- ▶ Supporting Inbound Investors in the Balkan countries and Outbound Investments of Mature Bulgarian companies
- ▶ Corporate, Commercial & Tax law

Characteristics

- ▶ Strong communication and organization skills
- ▶ Experience in business development and planning projects
- ▶ Extensive cultural awareness due to working in highly multicultural environments (incl. UK, The Netherlands, Slovakia, Macedonia)

Coaching & Training Experience

- ▶ Execution of training programs for tax professionals and law students

Sales & Marketing Experience

- ▶ Director Business development Southeast Europe, PWC
- ▶ Business development director of EY Bulgaria since July 2013. In the period 2007 – 2013 – senior tax manager.
- ▶ Supported various sales pursuits acting as a presenter or facilitator in targets' professional events

Professional Experience

- ▶ February 2017 – present – Director Business Development SEE, PWC
- ▶ July 2013 – January 2017 - Director Markets, Industries & Business Development, Ernst & Young Bulgaria
- ▶ May 2016- present – member of the Transport & Logistics Committee of KRIB
- ▶ 2006- June 2013 Senior tax manager, Ernst & Young Bulgaria
- ▶ 2005-2006 Tax manager, Ernst & Young Bulgaria
- ▶ 2003-2006 Member of the Board of Directors PFC Naftex AD
- ▶ 2003-2004 Member of the Managing Board Petrol AD
- ▶ 2000-2003 Assistant tax manager, Deloitte Bulgaria
- ▶ 1999-2000 Assistant tax manager, Deloitte The Netherlands
- ▶ 1995-1999 Senior tax consultant, Deloitte Bulgaria
- ▶ 1993-1994 Country Chairman Bulgaria, European Law Students Association