



**Plamena Valentinova
Gagova**



Profile

I am a manager with 12 years of work experience within the agri industry. I would be part of Board of members BBBA where I can use my skills to their full potential.



Memberships

- ° Chairwoman of the Public Council at the Baba Tonka Math Secondary School - 2016 – current.
- ° Deputy Chairwoman of the School Board of Secondary School of European Languages "St. Konstantin-Kiril Philosopher" – 2014 – current.
- ° STEP – Canada - Saskatchewan Trade and Export Partnership
- ° Member and co-founder of Women's Chamber Choir "Danube Waves".
- ° Moderator and organizer of Ruse Free English Practicing Group.



Contact

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I am a multi-talented Founder and CEO, highly effective at overseeing diverse programs and making tough decisions that keep businesses lean and successful in challenging markets. I am a skilled Chief Executive Officer, experienced in the Agro Machinery and Equipment industry, with an ability to learn new fields quickly. I am a proactive, resourceful, solution focused and results-driven individual, who is adept at understanding markets, key business decisions and financial operations.

I have 12 years' experience in the Agricultural and Construction industry, with proven success at bringing my expertise in business planning, revenue development and change management to bear in the fields I have worked in. I aim high, work hard and study/plan harder, this attitude, along with an entrepreneurial and forward-thinking mind set has given me a demonstrated track record of success. Accomplished as CEO, I am well-versed in assessing risk, developing solutions and implementing positive changes to achieve sustainability and growth in challenging market conditions. I am adept at building and strengthening business and customer relationships

Plamena is an exceptional leader, change manager and complex problem solver. Her skills in operations oversight, policy development and process improvements are well proven within her industry. Her experience in team management and board meetings has left her well-versed in the nuances of communication and she is a master at steering discussions through emotionally charged and tense situations, without forcing confrontations or adversarial decisions. She demonstrates considerable expertise in corporate procedure and in running meetings and offices efficiently, always looking to make a positive impact on all aspects of business operations and procedures.

Plamena is a first-rate communicator, organizer and planner, with a genuine desire to listen and understand those lucky enough to talk her. One of her greatest strengths is her tendency to ask opinions and get input from her colleagues and staff, without any loss of authority or bruising of ego, to take on board all relevant information and views, weigh up the pro's and con's and then make her decision with the calm, self-assured authority of a seasoned executive. She moves effortlessly between being the boss with the final decision on all matters and being a team member with all that being a good team player entails. I found her to be competent, resourceful and fully committed to whatever task or endeavour she has enthusiastically undertaken.

She is a pleasure to work with, both in terms of her strong work ethic and rock solid reliability and her friendly, positive 'can do' character. Plamena has experience as a chair of a public council and as a substitute chairwoman of the board of directors of a local high school. I believe her to be a superb candidate for any position that requires a high level of competency, intellect, responsibility, efficiency and professionalism with a genuinely friendly face and attitude.

James Fraser Pickard
Ceo Opera Communications



Skills

- 🔧 Business Development
- 🔧 Strategic Planning
- 🔧 Knowledge of Manufacturing Standards/Regulations
- 🔧 Trade Requirements
- 🔧 New Market Expansions
- 🔧 Networking Skills
- 🔧 Territory Management
- 🔧 Business Management

- 🔧 Knowledgeable in Transport and Logistic
- 🔧 Knowledgeable in Agricultural Machinery and Equipment, New Technologies and Techniques in Agriculture
- 🔧 Knowledgeable in Heavy Construction, Road Machinery and Warehouse Equipment



Hobbies & interests

Professional interests:

New Technologies, Sustainable Management, Innovation in Agriculture, No till and Strip till technologies and equipment, Finance, Marketing, International negotiations and International relations

Hobbies:

Music, singing, playing bridge, books, volunteer

- Market Understanding
- Process Improvements
- Policy Development
- Business Planning
- Good Communication Skills

- Financial leadership
- Management Collaboration
- Brand Management
- Strong Mechanical Skills



Work Experience

since January 2006 - current

Founder and CEO Plain & Ve Ltd Bulgaria Plain Agro Bulgaria

Manages, organizes, plans, consults the entire business of the company. Maintain and establish new relationships with partner counterparties in various state, regional, municipal, private, business and non-profit institutions and organizations.

April 2005 – January 2006

Shipping Coordinator Kroll Trans Ltd freight company

Divided cargo received by account Number and intended location. Coordinated quarterly business reviews alongside senior management. Picked up incoming stock and delivered materials to designated locations. Achieved a 95 % on-time shipment rate.



Education

Ph.D.

University of Ruse "Angel Kanchev"

Management and organization of road transport

Thesis: Sustainable development of the international road freight transport company

MBA

Bulgarian Academy of Sciences | Sofia, Bulgaria

Economic Research Institute

2005 – 2008

Business Administration and Finance

MBA

University of Veliko Tarnovo, Veliko Tarnovo

2005 – 2008

Business Administration

Master of Science

University of Ruse "Angel Kanchev"

2006 – 2007

Technology and transport management - Transport Engineer

Bachelor of Science

University of Ruse "Angel Kanchev"

2000 – 2005

Technology and transport management - Transport Engineer

London Business and Finance College

1996 - 2000

Business management and finance of small and medium enterprise

Distance education at the Secondary School