

Nadia Dinisheva

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PROFILE:

An experienced manager in the IT industry, with a proven track record of developing and managing sales teams and alliances channel business. Most recent passion and new aspiration is to train, coach and mentor the young generation to become even more successful and grow their potential.

Certified Practitioner Coach with Noble Manhattan, Certified CustomerCentric Selling trainer, Certified Process Communication Model trainer, and Certified TEFL teacher with TEFL World, UK.

Possessing strong people skills, working with multinational cultures, and understanding of cross-border collaborations, facilitating “win-win” situations, and establishing working relations to capitalise on ideas and resources. Possessing significant international experience working with sales, partners, and customers across Europe. Legal right to work in the United Kingdom and no relocation support needed.

CAREER PROGRESSION:

Corporate Business – IT industry

1996 - 2023

Worked for various companies like ICL, Open Society Microsoft, Qlik, Sojourn Solutions, and others.

Leading sales practices, developing channel strategies, marketing strategies, go-to-market approaches to grow the business across CEE.

People manager, handling teams between 4 – 18 people, with cross-border, multicultural background.

A detailed CV of my corporate career can be provided upon interest.

EDUCATION / TEACHING EXPERIENCE

American School of Sofia

1992 – 1996

- Teaching English as a foreign language to students and adults

Teaching English for individuals

1992 – ongoing

- In my free time I give private English lessons to children and adults
 - Business English
 - English for beginners
 - Conversational English

Mentoring and Coaching

2017 – ongoing

- Mentor at Mentor the Young – Season 4
- Ongoing pro-bono mentoring for young professionals

2023

2021 - ongoing

EDUCATION & CERTIFICATIONS:

Master’s in International Business – University of National and World Economy, Bulgaria

1996

TEFL World 140-hour TEFL certificate

2017

Post-graduate MSc in Organisational and Behavioural Psychology – University of Liverpool, UK

2018

Process Communication Model Certified Trainer

2021

Certified Practitioner Coach Noble Manhattan Coaching Group

2023

CustomerCentric Selling® Certified Trainer

2023

INTERESTS:

Basketball, pets, tennis, music and reading, teaching, coaching, mentoring, personal development.