

## Contact

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## Top Skills

Problem Solving  
Mentoring  
Client Liaison

## Certifications

Reasoning, Data Analysis, and Writing Specialization  
edX Honor Code Certificate for U.Lab: Transforming Business, Society, and Self

# Dariana Nedelcheva

Innovation Catalyst  
Varna Metropolitan Area

## Experience

Apples to Oranges - A2O Ltd.  
13 years 8 months

Owner  
September 2013 - Present (9 years 5 months)  
Varna, Bulgaria

Provide executives and teams with opportunities and encouragement to experiment, innovate, and learn from the process of developing solutions to the challenges they identify

Corporate Trainer, Consulting Executive Coaching  
June 2009 - Present (13 years 8 months)  
Varna, Varna, Bulgaria

Provide soft skills consulting and executive coaching for corporate clients, particularly in the areas of customer service, diversity and other human resource issues. Deliver consulting and executive coaching based on client's needs and objectives. Develop the existing potential of individuals and teams, to increase their efficiency, motivation, job satisfaction, and employability

### BRITANICA

Corporate Training Specialist  
April 2018 - March 2020 (2 years)  
Varna, Bulgaria

Helped executives and teams develop their teamwork and communication through experiential learning and the introduction of group processes

### Shoppix BG

Project Business Analyst  
December 2006 - May 2009 (2 years 6 months)  
Varna, Bulgaria

Planned, coordinated, and executed projects including tracking and reporting on status, risks, issues, and dependencies. Developed a recruitment process appropriate for the engagement of consultants. Motivated and helped team members to reach their full potential

Switch Homes Limited

Digital Project Lead

July 2005 - December 2006 (1 year 6 months)

Managed asset requests for marketing creative from initiation through execution. Proactively identified and implemented communication enhancements and upgrades that improve the customer experience and/or operational efficiency

Randstad USA

Executive Assistant Project Manager

August 2000 - July 2003 (3 years)

Arlington, Virginia, United States

Helped build organizational image by collaborating with customers, government, community organizations, and employees

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## Education

American University in Bulgaria

Bachelor of Arts (B.A.), Journalism and Mass Communication