

Boyan Petrov

Sofia, Bulgaria
Mobile: +359 899 994 884
E-mail: bonepetrov@gmail.com
Married, 2 adult children
EU passport & expired Swiss Permit B



Director Soft Commodity Trading & Sales with General Management & Banking expertise

SUMMARY

- ✓ Sales Director with 10+ years expertise in managing International Soft Commodities Trading Department for grains (wheat, corn, barley) & oil seeds (soya bean, rape, sunflower, safflower), oils, meal, cake. Relationship management with shipping agents. Executed vessel volumes 3000t (coaster) to 50 000t (panamax). Experience and deep knowledge of Black Sea Supply Markets, Buyers & Brokers in Europe, USA, North Africa, Middle East, Asia. Achieved revenue grow and lowered company's sales costs.
- ✓ Client development & client network enlargement.
- ✓ Prior to commodities trading, 10+ years' experience in General Management as CEO and CFO in Commercial Banks, Ministry of Finance and Private Companies.
- ✓ Leadership Skills: Strategic goals setting, organizational development, training results oriented team and project management, commercial growth and compliance. Stress resistance, high self-discipline, charismatic natural leader. Former national professional rugby player.
- ✓ International experience and travel, cultural awareness, **fluent in 4 languages:** English, French, Russian, Bulgarian.

EXPERIENCE

2019- Owner & Manager, Intelligent Group Ltd, Sofia, Bulgaria

- Exclusive broker of "Zarneni Hrani Silistra", Bulgaria one of major Bulgarian grain traders, producer and stockholders in Bulgaria. Managing relations with clients -suppliers, sellers and brokers in Ukraine, Russia, Bulgaria, Moldavia, Romania and buyers in EU, Egypt, Turkey, Ukraine, India, Maghreb, Middle East, Far-East.

2018 - 2019 Trading Director, Dragon Asia Fertilizer Ltd. Europe, Geneva

- Full responsibility for fertilizers (Urea, AN, AS, NPK, kieserite, others) trade in Europe. Managing relations with suppliers, sellers and brokers in Egypt, France, Spain, Ukraine, Russia, Bulgaria, Romania and buyers in EU, Turkey, Ukraine, Maghreb, Middle East, Far-East. Client development.
- Final approval of purchase, sales, freight contracts, trade policy and sales plan for each country; controlling of execution and operations department. Set and marketing new products on the market.
- Collaborating with shipping brokers and agents for chartering of the vessels. Supporting relationships with terminals, terminal agents and forwarders in Netherlands, Belgium, Bulgaria, Ukraine and Russia.

2009 - 2017 Trading Director, Scanwel Commodities S.A., Lausanne

- Established from zero trading structure of Scanwel Group in Switzerland, Russia, Bulgaria, Ukraine, Turkey. Streamlined group's overall organization structure.
- Full responsibility for sales force in five countries and trading of grains (wheat, corn, barley), oilseeds (soybean, sunflower, rape, safflower) oil, meal, cake of Scanwel Group. Managed relations with clients -suppliers, sellers and brokers in Ukraine, Russia, Bulgaria, Moldavia, Romania and buyers in EU, Egypt, Turkey, Ukraine, India, Maghreb, Middle East, Far-East. Client development.
- Approved purchase, sales and freight contracts for the Group in all markets. Doubled annual sales volume from 300'000 tons to 650'000 tons.
- Managed bank relations with Swiss banks (BNP Paribas, UBS, Arab Bank, BCI) and facilities agreements for trade finance at Group level.

- Relationship management with insurance companies and insurance brokers (Filhet - Allard).
- Chartered different size vessels (coaster, handy, panamax), managing relations with shipping agencies and brokers.
- Risk management of Group business, country trading limits, means of payment, controlled open physical and paper trade hedging positions.
- Partnered with group CFO for preparation of Annual Report Scanwel Group.
- Executive Management Board Member, Scanwel Group.
- Team management of 15.

2007 - 2009 CFO, Longa Prima Ltd, Bulgaria

Longa Prima is importing vegetable, palm oils, coconut oils as a major market player in Bulgaria and Romania.

- Responsible for financial forecasting, planning, reporting, assets and liabilities managements.
- Initiated and managed both Factoring and FOREX, incl. hedging of company's trade via financial instruments as forwards & futures.
- Managed cash flow, payments, financial relationships with customers, suppliers, Banks, Factoring companies and tax authorities in both countries.
- Partnered with Commercial Director to establish business structure in Romania.
- Team management of 5.

2003 - 2007 Director Group Compliance & Risk Management, Alen Mak Group, Bulgaria

Alen Mak Group, est. 1892, was the major Bulgarian producer of cosmetics (toothpaste, shaving cream, hair colors, hand & face cream, baby & sanitary products) for Eastern European markets (Russia, Ukraine, Romania), incl. export to EU and Turkey. The group included 3 legal entities: manufacturing (Alen Mak AD), sales & distribution (Euro Supply EAD) and rose oil producer (Bulgarian Rose Gardens EAD).

- Defined and managed all financial, business risks and compliance at Group level.
- Partnered the Management of team for preparation of GMP and ISO procedures and implementation of ISO standards in Alen Mak AD
- Reported to Group CEO and partnered with Group CFO.
- Team management of 2.

2005 - 2007 Finance Director, Member of Executive Management Board, Euro Supply EAD

- Responsible for financial targets, budget, financial reports (month-end closing, monthly, annual).
- Managed cash flow, payments, relationships with banks, tax authorities, financial relations with customers and suppliers.
- Finance Director role performed in parallel with position as Director Group Compliance & Risk Management.
- Team management of 11.

2003 - 2005 CEO & Commercial Director, Bulgarian Rose Gardens EAD

- Led company growth and business success.
- Managed relations with Government and European Agricultural Funding Program.
- As Commercial Director in charge of marketing, sales and export of rose oil to perfumery and cosmetics industries in EU.
- CEO role performed in parallel with position as Director Group Compliance & Risk Management.
- Team management of 5.

2001 - 2003 Head of Department, Ministry of Finance, Bulgaria

- Head of Department, State Receivables Collecting Agency (SRCA).
- Major contributor in establishing from zero SRCA organizational structure; established processes, policies and procedures.
- Managed acquisition of receivables from 9 Bulgarian banks declared insolvent due to national banking crisis.
- Managed full sales process of acquired receivables via public tenders, direct negotiations with national and international buyers.
- Established and managed tenders; prepared and approved sales contracts, sales execution, payment reconciliation.
- Team management of 5.

1998 - 1999 CEO Chief Executive Officer, Tokuda Bank, Bulgaria

Tokuda Bank AD, est. 1994, aprx. 30 branches in main cities, part of Tokushukai Incorporated, Japan.

- Defined and managed bank's commercial expansion in activities as Corporate & Individual banking, Front office, Credit & FOREX portfolio, Loan & Risk policy.
- Responsible for Treasury, Liquidity & FOREX, SWIFT Payments, Bank Guarantees, Documentary Collections and Back office operations.
- Client development. Relationships management with corporate customers, financial institutions, banks, government & fiscal authorities.

1995 - 1997 CEO Chief Executive Officer, Biochim Bank (UniCredit Bank), Bulgaria

Biochim Bank, est. 1986, 3rd largest state-owned bank on the market, joined UniCredit Group in 2007. The Group is European leading bank present in 17 countries and 50 markets.

- Defined and managed bank's commercial expansion in activities as corporate & individual banking, Front office, Credit portfolio, loan & risk policy.
- Responsible for Treasury, Liquidity & FOREX, SWIFT Payments, Letters of Credits, Bank Guarantees, Documentary Collections and Back office operations.
- Client development & Management of relations with corporate customers, financial institutions, banks, government & fiscal authorities.
- Managed bank's international activities, inter-bank relationships, pledge and collateral agreements with correspondent banks.
- Member of ABB Association of Bulgarian Banks, Payment Systems Committee for adherence to UCP for L/C, Bank Guarantees and Collections published by ICC Paris.
- Bank had aprx. 60 branches & offices in main cities.

1995 Head of Department, CCB Central Cooperative Bank, Bulgaria

Central Cooperative Bank est.1991, 6th largest commercial bank, part of CCB Group.

- Head of Policies & Procedures Department, responsible for internal processes optimization and improvement of compliance procedures.
- Managed implementation of new banking products and services, Integrated Payments & Information System.
- Team management of 7.
- Bank had aprx. 32 branches & 15 offices in main cities.

1993 - 1995 Senior Vice President International Payments Division, UBB United Bulgarian Bank, Bulgaria

UBB United Bulgarian Bank, est. 1992, leading commercial bank via first and largest banking consolidation through the merger of 22 state-owned Bulgarian commercial banks.

- Established International Payments Division to offer full range of services to customers.
- Defined and implemented new banking products and services, International Integrated Payments & Information System for the newly merged 22 commercial banks.
- Responsible for SWIFT Payments, Letters of Credits, Bank Guarantees, Documentary Collections and Back office operations, Trade Finance & discount of commercial papers.
- Expert verification, approval and Signatory of L/C documents, payment's claims incl. exceptional cases and activities.
- Client development & Relationship management with corporate customers, banks, financial institutions.
- Responsible for Correspondent Banking activities with USA, Spain, Russia, Germany, Turkey: established and managed bank's relationships with corresponding banks, "loro/nostro" account opening and management, incl. account conditions, collateral and pledge agreements.
- Responsible for Anti Money Laundering (AML) law compliance.
- Launched in-house Training Academy for International Payment Operations & Anti-money Laundering (AML). Assessed competencies & skills, delivered training to HQ and branches.
- Team management of 12 direct reports and overall team of 65.
- Bank had 22 branches & 60 offices in main cities.

1990 - 1993 Economist, Bulgarian Foreign Trade Bank Bulbank, Bulgaria

Bulbank, est.1964, was state-owned major Bulgarian bank specialized in foreign trade payments and finance operations with offices in London, Frankfurt and Vienna. Bulbank was first to adopt SWIFT in Bulgaria. As of 2007, bank is part of UniCredit Group.

- Responsibility to execute Documentary operations: opening of import and export Letters of Credit Ls/C, issuance of Bank Guarantees & Documentary collections; checking of documents for payment; expert opinion & consulting clients on Ls/C and trade finance conditions.
- Executed Bank operations on servicing principal Government Countertrade Agreement with CIS (till 1991) and thereafter with Russia.
- Responsible for execution of SWIFT Payments in 25 Foreign currencies, Bank Checks, Promissory Notes and Bills of Exchange.
- Reported to Vice President Countertrade and Specialized Operations.

Education & Specialized Training:

Master of International Economy & Trade

University of National and World Economy, Bulgaria

Fraud and Money Laundering in Documentary Banking operations

ICC International Chamber of Commerce, USA

Export project management, Trade Finance & Trade Promotion

Austrian National Bank Austrian Bankers' College

Payments, Documentary Operations, Treasury, Bank Statements

SWIFT Society of Worldwide Interbank Financial Telecommunication

International Operations, Trade Finance and Treasury

Credit Lyonnais Bank, France

LANGUAGES

English – fluent (C1)

French – fluent (C1)

Russian – fluent (C1)

Bulgarian- native

IT SKILLS

MS office (Word, Excel, PowerPoint, Outlook)

SWIFT Interfaces, Bank software, Accounting software

PERSONAL INTERESTS

Books, Music, Travel, Sport,

Former Rugby player for Bulgarian National Team