Name: Mr. X
Date and place of birth: 09.07.1974 Sofia, Bulgaria
Civil status: married
Nationality: Bulgarian
Address: Bulgaria, 1592 Sofia,
Phone (mobile) +xxx xxx xxx
Email: yyyy.kkkkk@yahoo.com

Professional Experience Record

12/2005 – present

Company: Z
 Position: Senior Networking Consultant

Description of activities:
- Explain detailed technical aspects/ solutions to customers and partners;
- Be responsible for generating proposals and quotations; presenting and articulating proposal to customer;
- Develop and maintain close marketing and sales relationship;
- Work closely with account managers and be the primary liaison person for providing related information, and addressing and resolving customer inquiries and issues;

 Main experience with:
- Routing and switching products
- NGN platform
- Optical network transmission

05/2005 – 11/2005

Company: W
 Position: Voice Manager, managing a team of 5

 Description of activities:
Organises and manages
- Planning and managing a project for new services;
- Maintaining close relations with customers;
- Managing budgets and necessary resources for new customer installation;
- Voice team management
- Correct switch functioning and connectivity. System operation and in case a problem occurs, organizes its timely resolution;
- Traffic monitoring and analysis per destination, provider quality, ACD basis
- Interaction with technical support of established interconnects, monitoring of interconnect functionality and problem resolution;

- Handling of system maintenance windows
- Ensuring that the system complies with the standards, negotiation and establishment of interconnects, preparation of connectivity tests and verification that they are in accordance with contract requirements and telecom standards.

Develops and follows up on:

- Configuring of connection interfaces with other telecommunication operators and following connectivity standards during connection establishment, in compliance with the requirements defined in contracts.
- Monitoring the configuration of telephone services for end and corporate customers and the parameters of their connections, implementing new services and their configuration.
- Preparation of routing tables, routing mechanisms and translation, adding or changing call routing and connection parameters, which determine voice quality, based on accessed calls.

Develops and introduces procedures regarding:

- Implementation of new procedures for maintenance, monitoring and configuration.
- Problem detection and analysis mechanisms.
- Determining and escalating problem reporting process.

Main experience with:
- Cisco – AS 53x0, uBR 7114E, Call Manager 3.3(4), Cisco 3725, Cisco 7206 VXR.
- Familiar with Softswitch platform of EXCEL.

10/2004 – 05/2005

team of 3

Company: **T Ltd.**
 Position: **Network Infrastructure Manager, managing a**

 Description of activities:
Organises and manages:
- Planning and managing a project for data network infrastructure;
- Project risk management;
- System operation and in case a problem occurs, organizes its timely resolution;
- Interaction with technical support of established interconnects, monitoring of interconnect functionality and problem resolution;
- Handling of system maintenance windows
- Ensuring that the system complies with the standards, negotiation and establishment of interconnects, preparation of connectivity tests and verification that they are in accordance with contract requirements and telecom standards.
- Network infrastructure team management and new services training.

Develops and follows up on:
- Configuring of connection interfaces with other telecommunication operators and following connectivity standards during connection establishment, in compliance with the requirements defined in contracts.
- Monitoring the configuration of telephone services for end and corporate customers and the parameters of their connections, implementing new services and their configuration.
- Preparation of routing tables, routing mechanisms and translation, adding or changing call routing and connection parameters, which determine voice quality, based on accessed calls.

 Develops and introduces procedures regarding:
- Implementation of new procedures for maintenance, monitoring and configuration.
- Problem detection and analysis mechanisms.
- Determining and escalating problem reporting process.

Main experience with:
- Cisco – AS 53x0, uBR 7114E, Call Manager 3.3(4), Cisco 3725.
- Basic experience with Softswitch platform of NetCenterx.

02/2001 – 10/2004   **Company: V Ltd.**
                           Position: Pre-sales Technical Engineer

                           Description of activities:

- Maintaining close relations with customers.
- Technical presentation preparation for customers in accordance with their requirements.
- Making and selling complex network solutions according customer requirements and needs.
- Design VPN network scalability for customers
- Project management for data network implementation and operation.
- Preparing presentations for customers regarding technology and products (products such as Cisco, 3Com etc.)
  - **WAN**
    - Routing decisions based on Interior routing protocols such as OSPF and EIGRP, in addition policy based routing and Exterior routing protocols decisions based on BGP (experience with Cisco 800, 1700, 2600, 3725, 7206 VXR)
    - Experience with Frame Relay, MPLS technologies
    - Customer access xDSL, ISDN, wireless etc.
    - Quality of Service – CBWFQ, WFQ, PQ, CQ
    - Traffic engineering
  - **LAN**
    - LAN – trunking, VLAN 802.1Q, STP 802.1D, EtherChannel - Cisco Catalyst such as 1900, 2950, 3550, 3508-G, 3750
  - **VoIP**
    - Voice over IP implementation – interfaces FXS, FXO, E&M, ISDN (Q.931), protocols H.323, SIP, MGCP
    - Signalling – CAS and CC7 (ITU-T Q.763, Q.764, Q.784, Q.931)
  - Security – firewalls, Access Control Lists, NAT
  - Troubleshooting – TCP/IP, Voice (H.323), ISDN (BRI), Serial interfaces, CAS signalling, CC7 signaling.

10/1998 – 02/2001   **Company: U**
                           Position: Network administrator

                           Description of activities:
- Internet and e-mail server support – Windows NT/2000
- TCP/IP, SMTP, POP3 - troubleshooting

 LAN infrastructure development and maintenance

Education

10/1995-06/2000	Institution: Technical University - Sofia
	Program of studies: Telecommunication systems
	Degree(s) or Diploma(s) obtained: Master of Science

(MSc.)

Certificates

- **EXCEL CSP and GSOS Call Processing Configuration and   Functionality**
- **CCNA** (Cisco Certified Network Associated) - CSCO 10257170
- **Cisco Certified Wireless Specialization**
- **CCNP** (Cisco Certified Network Professional) - Building Scalable Cisco Internetworks
- **3Com Network Associated**
- **3Com Certified Solution Expert**

Military service resp. alternative military service

10/1993-03/1995   military service completed

Practical training, activities in addition to studies

04.01/2006-20.01/2006

Completed course ZTE Routing and switching
Score: 95 %

14.12/2005-28.12/2005

Completed course ZTE NGN Architecture Platform
Score: 85 %

11/2003-04/2004

Cisco Certified Network Professional – first exam BSCI certificate
Score: 90 %

09.12/2002–12.12/2002   Company and field of activity: 3Com Corporation
Location: Frankfurt
Description of activities: Hands on training, Local and Remote Labs
Holder of 3Com Certified Solution Expert certificate
Score: 88 %

03/2001-05/2001

Holder of Cisco Certified Network Associated certificate
Score: 82 %

Language skills
English   completed course First Cambridge in English (FCE),
                                          Cambridge Advanced in English
                  (CAE)

Level of language ability: spoken very good, written very good

Russian   Level of language ability: spoken very good, written very good

Computer knowledge

Microsoft Office/Windows 2000	Level of mastery: Excellent
Fedora/Lunix	Level of mastery: Good
Cisco/Cisco IOS	Level of mastery: Excellent
Cisco/Cisco CatIOS	Level of mastery: Excellent
Cisco/Cisco Works2000 LAN Management	Level of mastery: Good

Interests, commitments/other relevant information

One of my favourite hobbies is Bulgarian national folk dancing.