



IVAYLO SLAVOV

Elevate (formerly Easy Consult)
Barckhausstraße 1, 60325 Frankfurt am Main, Germany
Business Park Sofia, Mladost 4, bld. 14, 3rd floor, 1766 Sofia,
Bulgaria
Mobile: +359 885 662 234
E-mail: ivaylo.slavov@financepartner.org

PROFESSIONAL SUMMARY:

Ivaylo is a serial entrepreneur, a recognized expert and a C-level executive specialized in managing both start-ups and established organizations. He has more than 30 years of international experience in the fields of Information Technology, Financial Services, IT-Outsourcing, Business Process Outsourcing and Human Resources. Results-driven motivator with strong management and organizational skills. Very good knowledge of Banking, Financial Services, Manufacturing and IT markets with well established relations network within EMEA.

Ivaylo has received numerous recognitions for his entrepreneurial success, including three nominations for the "Top 10 Managers of Bulgaria" and two audience awards at the "Manager of the Year" contest, organized by the "Manager" magazine and Deloitte. In 2021, he won the special "People's Choice Award" at the "Forbes DNA of Success Awards".

In addition, Ivaylo is Board member of several business organizations and associations such as AHK German-Bulgarian Chamber of Industry and Commerce as well as a member of the Board of Trustees of the Burgas Free University and a member of the Board of the Vocational High School for Computer Programming and Innovation in the city of Burgas. Ivaylo Slavov is one of the founders and was a board member of the Association for Innovation, Business Services and Technologies (AIBEST). Prior to AHK, he was also a member of the Board of Directors of the AmCham and co-chairman of the AmCham Digital Economy Committee.

EXPERIENCE:

CHAIRMAN & CEO ELEVATE (FORMERLY EASY CONSULT) 04/2023 – present

In his position of a CEO and Chairman and stepping on his strong background in digital business and human resources, Ivaylo Slavov is leading Elevate's (formerly Easy Consult) sustainable success on its way to becoming a leading provider of flexible workforce solutions on all core markets of the company.

With over 20 years of experience, Elevate is a Flexible Workforce Solutions company. Elevate delivers innovative, end-to-end business solutions, expanding its reach and services globally. The company is now operating across 12 offices in 7 countries in Europe and North America, including Germany, Bulgaria, the USA, Poland, Romania, Serbia and Croatia. Over the past two decades, the company has built an extensive global network in multiple industries, e.g. Financial Services and Insurance, IT, Automotive, Manufacturing, Logistics, Retail and Hospitality. With a focus on International Mobility, Hybrid Workplace, Digital Transformation, AI, the company is building Advanced Workforce Solutions for its clients. Elevate's portfolio of Flexible, Scalable and Innovative Workforce Solutions includes Project Services, Managed Services, Workforce Services and Recruitment Services, leveraging advanced technology, processes, know-how and company culture to ensure excellence at every step.

CEO
FINANCE PARTNER
04/2023 – present

As Strategic Investor & Advisor, specialized in developing start-ups and growing established organizations, Ivaylo is a Founder and CEO of Finance Partner, an investment and strategy consultancy company focused on innovation in IoT, Green and Renewable Energy, Hi-tech and Flexible Workforce Management solutions with a mission to empower innovative companies and support forward-thinking entrepreneurs on their journey to success.

BOARD MEMBER
AHK BULGARIEN (GERMAN-BULGARIAN CHAMBER OF INDUSTRY AND COMMERCE)
06/2021 – present

In June 2021, Ivaylo joined the Board of the German-Bulgarian Chamber of Industry and Commerce. One of his priorities as a member of the Board is the further development of the Bulgarian-German economic relations and partnership.

MEMBER OF BOARD OF TRUSTEES
BURGAS FREE UNIVERSITY
04/2021– present

Ivaylo belongs to the Board of trustees at the Burgas Free University (BFU) and is responsible for the Information Technology strategy of the BFU. In this position, Ivaylo has been working intensely to support the continuous growth of the IT industry in the city of Burgas as well as the development of young talents by building a solid bridge between institutions and businesses.

CO-FOUNDER AND CEO
DIGITALL
07/2021 – 03/2023

The technology and consulting company DIGITALL was born in 2021 after the merger of its two predecessor organizations, ec4u and BULPROS. As CEO and member of the advisory board, Ivaylo Slavov was leading DIGITALL on its way to becoming a top provider of Digital Transformation and Digital Cloud Experience in Europe. Under Ivaylo's leadership, DIGITALL built its corporate culture, based on its shared values trust & responsibility, excellence and teamwork, individuality and diversity, innovation and growth.

Stepping on over 20 years of experience on the global market, DIGITALL offers a broad range of innovative products, services and solutions in CRM & Workplace, Data & AI, Cloud & Managed Services, Cyber Security and Technology Services to transform its clients' core business processes in a secure way in the digital world. In addition to its comprehensive portfolio, DIGITALL has established strong strategic partnerships with leading technology companies, including Salesforce, Microsoft, IBM, SAP, Cisco and Snowflake. DIGITALL operates worldwide and employs over 1,500 people in 28 offices across 13 countries in Europe and North America.

**CO-FOUNDER AND CEO
BULPROS
05/2010 – 06/2021**

In 2010 Ivaylo Slavov co-founded BULPROS, became CEO of the company and since then he built the organizational culture based on growth, teamwork, empowerment and open communication. For 10 years under his leadership, BULPROS became one of the fastest growing technology organizations, recognized by the prestigious rankings of Deloitte "Technology Fast 50 in CE" and "Technology Fast 500 in Europe, Middle East, and Africa", Inc. 5000 Europe, Financial Times 1000 Europe, and McKinsey's report "The rise of Digital Challengers", etc. Its offerings include Digital Solutions, Cyber Security, Cloud and Support Services, Technology Services, with focus on Financial Services and Insurance, Professional Services, Telecommunications, Manufacturing, Healthcare and Retail.

In 2021, BULPROS merged with the German consulting company ec4u into the new organization DIGITALL.

**MEMBER OF BOARD OF DIRECTORS,
AMCHAM
2017 – 02/2022**

One of Ivaylo's main objectives as a member of the Board of Directors were to further develop the Chamber's activities, both locally and internationally, with focus on business promotion and innovations. His work and efforts were aimed at contributing to the development of the trade relationship between Bulgaria and the United States, and creating new business opportunities for the US companies. He was also a co-chairman of the Digital Economy Committee.

**BOARD MEMBER
AIBEST
10/2019 – present**

Ivaylo is a Board member of the Association for innovation, business excellence, services and technology (AIBEST). On this positions, he has been actively working to intensify the collaboration and communication with foreign associations in the IT and BPO sector in order to position Bulgaria as one of the top outsourcing destinations on a global level.

**CHAIRMAN
AIBEST
04/2018 – 10/2019**

In 2018, the Association for innovation, business excellence, services and technology (AIBEST) elected Ivaylo Slavov as a chairman. The main focuses of his work are: positioning Bulgaria as a preferred outsourcing destination for delivering products and services with added value, building an effective strategy for developing and attracting qualified experts. His efforts were aimed at developing the potential of several Bulgarian cities (besides Sofia, Plovdiv and Varna) such as Blagoevgrad, Veliko Tarnovo, Burgas and Ruse, and turning them into attractive outsourcing destinations.

**MANAGED SERVICES DIRECTOR
ADDECO EASTERN EUROPE (EE) AND THE BALKANS
02/2009 – 04/2010**

In February 2009, Ivaylo became Managed Services Director for Eastern Europe (EE) and the Balkans. He was in charge of the Adecco Group managed services solution for clients such as IBM, HP, Microsoft, Oracle, Dell, and Cisco. His main responsibilities were defining the sales strategy for each of the key customers, managing and monitoring the related sales, and ensuring successful project delivery.

**CEO
ADECCO BULGARIA
03/2008-04/2010**

In April 2008, Ivaylo was appointed as CEO of Adecco Bulgaria. Adecco S.A. is a Fortune Global 500 company and a global leader in HR services. The Adecco Group network connects over 500 000 associates with clients through its network of over 34 000 employees and over 6 600 offices in over 70 countries around the world.

In Bulgaria, Adecco focuses on providing complete outsourcing services in the fields of IT and business support, recruitment services, and temporary workforce solutions.

DIRECTOR PROFESSIONAL SERVICES EMEA
PC-WARE INFORMATION TECHNOLOGIES AD, LEIPZIG GERMANY
2006 – 2008

Ivaylo was responsible for the entire Professional Services & HW infrastructure business for PC-WARE Information Technologies. He took direct P&L responsibility for more than 200 million Euro in 17 countries mostly in EMEA. Reporting directly to the CEO and founder of the company, he was managing more than 900 people in a matrix organizational structure.

PC-WARE is the most prominent Large Account reseller of Microsoft SW on the German market and Nr. 2 in EMEA. Main SW products where PC-WARE is leading in EMEA are Microsoft, Citrix, VMWare, Symantec / Altiris and Adobe.

DIRECTOR, ENTERPRISE MANAGER, FINANCIAL SERVICES & MANUFACTURING GERMANY
MICROSOFT CORPORATION, REDMOND, WA
MICROSOFT GERMANY, FRANKFURT (BHO OFFICE), GERMANY
2004 – 2006

Ivaylo held the full P&L responsibility for a 38 million USD service business within the German subsidiary of Microsoft Corporation. He developed long-term strategic plans, planned FY financial and operational goals, introduced competitive strategies to ramp up sales and market share within this segment. Within his first year at Microsoft, he increased the revenue by over 30% and succeeded in meeting all targets and budgets. Ivaylo managed and took responsibility for over 180 staff members who provided consulting and support services based on MS technology.

MANAGER BANKING AND INVESTMENT SOLUTIONS
UNISYS ENTERPRISE TRANSFORMATION SERVICES (2001 – 2004)
PROGRAM/DELIVERY MANAGER BUSINESS PROCESS OPTIMIZATION – UNISYS CROSS
INDUSTRIES (2000 – 2001)

Unisys Corporation, Blue Bell, PA
(ca. 37.000 employees, more than 5,5 billion USD revenue)
Unisys Central Europe, Frankfurt am Main, Germany
2000 – 2004

Ivaylo was in charge of managing the Banking and Investment solutions business development within the Unisys Central European Region for Unisys Global Financial Services unit. This role encompasses the program, sales, bid and delivery management of international and local assignments within the Financial Services sector in the region, directly reporting to the Unisys VP Central Europe for the Unisys Banking and Investment BPO & ITO solutions portfolio, which includes Retail and Corporate Banking Back- and Front-Office solutions, Risk Management Solutions, Investment Banking solutions.

EDUCATION

Master of International Business Relations

University of World and National Economy, Sofia, Bulgaria

J.W. Goethe University, Frankfurt, Germany

Additional Qualifications: Scottwork Negotiation Skills Certificate, various Leadership and Professional Certificates