Dr. Kamen Boyanov Spasov

Job/Position: Territory Channel Manager
Company/Organization: Tumbleweed Communications
Address: 21A Yanko Sakazov Blvd.
Email: kspasov@gmail.com
Telephone: +359 2 944 7130
Mobile: +359 898 422 585

1. WORK HISTORY

Territory Channel Manager, Tumbleweed, Sofia, Bulgaria, 2005

- Responsible for Channel building and development in Eastern Europe

IT Organization Consultant, Bulbank, Sofia, Bulgaria, 2004 to 2005

- Responsible for the organization of the work at the IT Department of the bank and hiring.
- Business processes modeling and optimization – CMMI implementation.

Coordinator, Coordination Center for Information Communication and Management Technologies, UNDP and Republic of Bulgaria Council of Ministers, Sofia, Bulgaria 2003 to 2004

- Responsible for coordination with CIOs of departments and government agencies.
- Prepared Action Plan for implementation of the e-Government Strategy.
- Organized Bulgarian participation at eEurope Awards and World Summit Awards competitions.
- Member of the evaluation committee for e-Covernment Achievments 2003 competition.
- Organized seminars for senior managers in the state administrations. Trained senior managers in the state administration in management skills and techniques.

Chief Executive Officer, C-pream, Sofia, Bulgaria, 2002 to 2003

- Launched the company. Developed business and marketing plans. Defined products and services. Developed company's identity. Hired personnel.

- Projects: HelpDesk implemented in the largest Bulgarian Commercial Bank, Contact Management System at one of the most popular IT printed media company, Online Strategy Management System at a Government Agency.
- New Products – C-pream Web site, C-pream Strategy Management On-line, FORS – Field-force On-line Reporting System, C-pream Contact Management On-line.

Product Manager and Editor, CMP Media, Boston, MA, USA, 2000 to 2001
- Launched TechReviews.com a Web portal that generated revenue within three months. Built and managed a geographically distributed team. Created operational workflow that resulted in more than 40 new articles posted at the Web site weekly. Launched a weekly newsletter. Ran efficient e-commerce.
- Developed an incentive program for other partnering Web sites that resulted in traffic of 20,000 page views per day within three months from the launch despite severe marketing budget constrains.
- Developed three years budget for the Web portal that would break even within a year.
- Closed partnership contracts with Yahoo, Exodus etc.
- Designed and conducted qualitative and quantitative market research that resulted in new services offered at the Web site.

Product Marketing Manager, MediaMap, Cambridge, MA, USA , 1999 to 2000
- Internal Project Manager of a customer relationship management (CRM) implementation (Onyx).
- Developed selection criteria to choose a CRM software vendor and implementation consultant.
- Identified customer needs for a new Web based software product that will break even in less than 8 months. Prepared a business plan, marketing requirements document (MRD), and marketing plan. Managed product life cycle.
- Created a metrics that was used for monitoring and managing interdepartmental projects.
- Developed a marketing intelligence database that was used by sales to win against competitors.

Account Manager PC Distribution, IBM, Sofia, Bulgaria, 1994 to 1998
- Developed a new IBM Distributors and Dealers network that resulted in 1% market share growth.

- Exceeded sales targets regularly. Received the Business Leadership Award for 1996.
- Achieved 18% growth of the PC Distributors Channel in 1997.
- Developed a marketing intelligence database helping IBM to develop a strategic pricing plan.
- Designed and conducted product education and competitive marketing programs.

Deputy Editor-in-Chief, PC Magazine Bulgaria, Sofia, Bulgaria, 1993 to 1994
- Launched PC Magazine Bulgaria and led the magazine to number one ranking within a year.
- Conducted market research studies of Bulgarian IT market.

Editor, Computerworld Bulgaria (IDG), Sofia, Bulgaria, 1992 to 1993
- Initiated professional market research of Bulgarian IT market using in-depth interviews.
- Redesigned the cover page that resulted in increased circulation by approximately 10%.

Research Engineer, University of Chemical Technology and Metallurgy - Sofia, Bulgaria, 1985 to 1992
- Bulgarian Patent 48181 (US Patent 07/535975).
- Created a new optimization algorithm.
- Designed control systems for Ladle Metallurgy implemented in steel plants in Bulgaria and Russia.
- Supervised students in their MS thesis research. Taught courses in FORTRAN, BASIC and Kalman Filters (Optimal Dynamic Filtration). Conducted laboratory exercises in Foundation of Control Theory, Technical Devices in Automation, Process Control Systems, and Automatic Measurements.

Partner, CFO, ProTech, Sofia, Bulgaria , 1989 to 1992
- Achieved 90% Gross Profit.
- Golden Medal Award at the International Plovdiv Fair 1991 for a family of Ion-selective electrodes.
- Developed production plans and procurement budgets for production technology process.

2. EDUCATION

Government CIO Course, 2003
Korea Agency for Digital Opportunity & Promotion, Seoul, Korea

International MBA, 1999
University of South Carolina, Moore School of Business, USA and
Wirtschaftsuniversitat Wien, Austria.

PhD in Electrical Engineering, 1992
University of Chemical Technology and Metallurgy – Sofia and Technical University –
Sofia, Bulgaria

MSc in Electrical Engineering, 1984
University of Chemical Technology and Metallurgy - Sofia, Bulgaria.

3**. EXPERIENCES**
Invited Lecturer - Sofia University
Invited Lecturer - Institute for Public Administration and European Integration - Sofia
National Expert - World Summit Awards 2003/2005
Committee Member - European Conference on e-Government 2005

4. **SELECTED PUBLICATIONS**
2006   Kamen Spassov and others
Circle of Trust for Identity Management eGovernment Infrastructure
6th European Conference on e-Government, Philips University Marburg, Germany, 27-28
April 2006, http://www.academic-conferences.org/eceg/eceg2006/eceg06-timetable.htm

2004   Kamen Spassov and others
White Paper of Bulgarian e-Government
JNN Consult & Saga Technology, www.sagabg.net

2004 Kamen Spassov and Nikolay Gerassimov
Europaischer Masstab
Kommune21, 8/2004, www.kommune21.de
2004   Kamen Spassov
Building Bulgarian e-Government
Automatics and Informatics '04, International conference, Sofia, 6-8 October, 2004

2003   Kamen Spassov and others

Balanced Scorecard Based Management Information System – A Potential for Public Monitoring and Good Governance Advancement (pp29-38) – Electronic Journal of e-Government http://www.ejeg.com/volume-3/vol3-iss1/v3-i1-art3.htm

5. **CONSULTANCY PROJECTS**

Identity management project within EU 6th framework program

Administrative processes modeling and automation in Bulgarian Municipalities

Open Administration Varna – transfer of Korea experience with Seoul OPEN System to Bulgaria

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