

Viktor M. Manev
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AREAS OF EXPERTISE

More than 10 years of experience in corporate finance and management consulting with deep knowledge of implementation of complex transactions bringing together different multi-cultural stakeholders/multilaterals and involving wide array of advisory expertise; successfully implemented business development and market penetration strategies for multinationals; perfect understanding of the Bulgarian public sector and social life, strong knowledge-builder, management of unsystematic data assignments/analysis (CI) across CEE and former CIS. As of beginning of 2009 Euro 400 mln. in successful financial advisory mandates for corporations and multilaterals.

EXPERIENCE

MM CONSULT LTD., Sofia, Bulgaria www.mmconsult.biz

2/97–Present

Managing Partner

- Advisory services on company strategy management;
- Mergers and Acquisitions;
- Corporate Finance advisory services;
- Research and competitive intelligence

CENTER FOR MASS PRIVATIZATION, COUNCIL OF MINISTERS, Sofia, Bulgaria

06/95–03/98

Chief Financier, Treasurer of the Center

- Responsible for financing the mass privatization program through foreign grants, domestic and international loans (the program included over 1000 companies for privatization and one-fifth of the assets of all the state-owned enterprises, privatized 16% of the country's LTA);
- Responsible for the foreign relations of the Center. Extensive work with EU Phare, USAID, the WB, British KHF, EBRD, and OECD;
- Worked with a permanent and consultant staff of over 300 Bulgarian and foreign nationals, and donors' budget of over \$7 million;
- Concept design, feasibility report, legislature drafting, and marketing of the Bulgarian Post-Privatization Fund and the Custodian Fund for Residual Shares from the Mass Privatization

THE STATE INSURANCE INSTITUTE (DZI), Sofia, Bulgaria DZI

09/94–01/95

Expert

- Responsible for the feasibility study, strategy design, the launch of a DC pension fund;
- Concept design and marketing of the newly chartered fund

THE STATE INSURANCE INSTITUTE (DZI), Sofia, Bulgaria DZI

10/93–09/94

Expert, Marketing & International Relations

- Responsible for the marketing and advertising strategy of the life insurance sector of the largest Bulgarian insurance company;
- Copywriter;
- Responsible for the relations with the foreign reinsurance companies.

MAMYAN COSMETICS Co., Shizoka, prefecture Shizoka, Japan

11/92–02/93

Investment Advisor

- Marketing study of the cosmetic companies of Bulgaria. General economic conditions of Bulgaria. A study trip to the target factories; Preparation of a comprehensive report with acquisition privatization suggestions

EDUCATION

05/97–09/97	University of Oxford, Oxford, UK University of Oxford Research, Applied Social Sciences: Comparative Research on EE Privatization; Certificate of Studies
12/93-01/94	Wirtschaftsforderungsinstitut der Gewerblichen Wirtschaft, Wien, Austria Institute of Marketing and Management, Sofia, Bulgaria Qualification in Marketing Management; Diploma
09/91–05/93	West Virginia Wesleyan College, WV, USA West Virginia Wesleyan College Diploma, BS, May 1993
09/89–05/91	UNIVERSITY OF NATIONAL AND WORLD ECONOMY, Sofia, Bulgaria Finance

OTHER INFORMATION

Publications:

Contributor in **Encyclopedia of Law Enforcement**, SAGE Publications, 2005

Various specialized **research and publication reports** produced by MM Consult Ltd.

Articles concerning issues of capital market and corporate governance development in Bulgaria: *Pari* daily, *O'Key* weekly, *BIM* monthly, *Tax Consultant* monthly, 1995-1996

Ethnic Minorities in Bulgaria: A Model for Peaceful Co-Existence Among Balkan Nations, c/o John R. Warner, Jr., *International Third World Studies Journal and Review*, 1992 Vol. 4, No.2, pp. 143-150

Academia

Lecturer and trainer in corporate governance, corporate finance, competitive intelligence in Bulgaria, Serbia and Montenegro, the US. Academic activity provided through the University of National and World Economy, the New Bulgarian University, eFLAG Training Center (www.eflag.cc) and SCIP since 1994.

Languages:

Bulgarian (native), English (fluent), Russian (good)

Membership of professional bodies

Member, Society for Competitive Intelligence Professionals (www.scip.org) – September 2003 - present

Elected Member, Academic Board, The Newton College, Prague - September 2003 - present

Chairman of the Ethics Committee of BAMCO – April 2002 – present, re-elected March 2005, [BAMCO](#)

Certified Management Consultant, BAMCO – an affiliate of the Institute of Management Consultancy, United Kingdom, 2001 - present

Biographical record in the 2000-2001 International Edition of BARONS' *Who's Who in Global Banking and Finance*

Founding member of AIESEC Bulgaria - 1990