

## KRISTANA IVANOVA

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### Professional profile

Extensive experience as university senior lecturer in Intercultural Competence and Leadership Skills, Business Communications, Business Presentations, Business English, American and British Studies, and local and international Erasmus and Erasmus + lecturer to students from Europe, Asia, and the Middle East

Extensive experience as University of Cambridge speaking examiner

Extensive experience as interpreter in high-pressure situations

International teamwork skills, intercultural, cross-cultural, and interpersonal skills as educator, examiner, and interpreter

### Academic intrests

Intercultural competences, leadership skills, business communications, business presentations  
Academic internationalization, interdisciplinary approaches to university curriculum design  
Blending business studies and humanities at university  
Developing soft skills for companies and business graduates  
Corporate and NGO training

### Current positions

1996 – present Senior Lecturer  
University of Economics – Varna

1996 – present Freelance Interpreter, public, corporate and NGO sectors  
English – Bulgarian, Bulgarian – English

2003 – present Speaking Examiner for CPE, CAE, FCE, PET, KET, YLE, BEC, ICFE, University of Cambridge

1993 – present English Language Editor

## **Transnational project positions**

- 2020 – 2022  
Erasmus + Programme – Strategic Partnership  
ESSENCE ‘Enhance Soft Skills to Nurture Competitiveness and Employability’  
Project No: 2020-1-PL01-KA203-081596  
Team Member, University of Economics – Varna
- 2017 – 2020  
Erasmus + Programme – Strategic Partnership  
PROMINENCE ‘**P**romoting **M**indful **E**ncounters through Intercultural Competence and Experience’  
Project No: 2017-1-HU01-KA203-035918  
Team Member, University of Economics – Varna

## **Previous positions**

- 2003 – 2008  
IELTS teacher, TOEFL teacher  
Cyril and Methodius Foundation, Sofia, Bulgaria
- 1993 – 1996  
Interpreter (English – Bulgarian, Bulgarian – English)  
Translator (English – Bulgarian, Bulgarian – English, German – Bulgarian)  
Bulgargeomin, Sofia, Bulgaria

## **Education**

- 1993 – present  
Soft skills training  
Language training in German, French, Spanish, and Russian
- 1996  
University of Wolverhampton, UK
- 1988 – 1993  
MA in English (English Philology)  
Minor in Business Management  
Specialization in Translation and Translation Theory  
Specialization in Contemporary Literary Theories  
German  
Veliko Tarnovo University, Bulgaria

## **Languages**

English, IELTS, Academic Module, Band 9.0  
German, French, Russian, Spanish

## Lecturing experience

### University of Economics – Varna

- 2023 – present  
Economic Psychology (International Business students, Business and Management students, Erasmus students)
- 2022 – present  
Intercultural Competence and Leadership Skills (International Business students, Business and Management students)
- 1996 – present  
Business Communications (Erasmus +, Erasmus students, International Business students)  
Business Presentations (Erasmus+, Erasmus students)  
Business English
- 2010 – 2017  
English for Finance (4-year Finance students)  
English for Accountancy (4-year Accountancy students)  
English for Tourism (3-year, 4-year Tourism students)
- 1996 – 2008  
British Studies (International Economic Relations students, Tourism students)  
American Studies (International Economic Relations students, Tourism students)  
General English (advanced students, all majors)

2004 – present

### Erasmus + and Erasmus Visiting Lecturer at:

University of Huelva, Spain, 2025  
University of Debrecen, Hungary, 2024  
University of Dubrovnik, Croatia, 2023  
Czech University of Life Sciences, Prague, 2022  
Technische Hochschule Aschaffenburg, Germany, 2019  
ISAG, Porto, Portugal, 2018  
Lucian Blaga University of Sibiu, Romania, 2017  
Czech University of Life Sciences, Prague, 2016  
University of Granada, Campus Ceuta, Spain, 2015  
Gediminas Technical University, Vilnius, Lithuania, 2013  
Hedmark University College, Norway, 2011  
Universita degli Studi di Firenze, Italy, 2010  
University of Barcelona, Spain, 2009  
University of Limerick, Ireland, 2004

## **Interpreting/Translating Services**

Consecutive and simultaneous interpretation at trainings, seminars, negotiations, academic conferences, theatre and film festivals, business workshops, public events, NGO and public sector seminars, etc.

Interpreting at a governmental level, for the President of the Republic of Bulgaria, for the Prime Minister of the Republic of Bulgaria

Simultaneous interpretation services for ADCO groups of the European Commission

Translation of academic texts, legal documents, contracts, financial statements, letters of credit, promissory notes, powers of attorney, etc.

## **English language editing services**

Editing of academic papers and academic journal articles

## **Publications**

**Soft Skills Enhancement and Bulgarian National Policies: Achievements and Challenges**, co-authors Diana Miteva, Petar Petrov, Vanguard Scientific Instruments in Management, Sofia, UNWE, 17, 2022, 1, 1-13, ISSN 1314-0582

<https://vsim-journal.info/index.php?journal=vsim&page=article&op=view&path%5B%5D=280>

**Intercultural Competence and Leadership Skills Development with Web-Based Modules**, co-authors Diana Miteva, Petar Petrov, Conference Proceedings, Medical University – Varna, pp 39 – 45, ISBN 978-619-221-381-7, 2021

<https://journals.mu-varna.bg/index.php/conf/issue/view/512>

**Achieving Prominence in the Digital Age**, co-authors Petar Petrov, Diana Miteva, Conference Proceedings, Economic Science, Education and the Real Economy: Development and Interactions in the Digital Age Jubilee International Conference, University of Economics - Varna: T. 4., Science and Economic Publishing House, Volume 4, 2020, pp 507 - 518.

<https://ideas.repec.org/a/vrn/cfdide/y2020i1p507-518.html>

**Automation and Communication. The Academic Context**, Conference Proceedings, Foreign Languages and Contemporary Higher Education Conference, Medical University – Varna, pp 411 – 416, ISBN 978-619-221-071-7017, Varna, Bulgaria, 2017

<https://scholar.google.bg/citations?user=VEQenOgAAAAJ&hl=en&oi=ao>

**The Language of Technology Start-ups and Business Success**, co-author Diana Miteva, Conference Proceedings, The Economy in a Changing World: National, Regional and Global Aspects Conference, Volume 1, University of Economics – Varna, pp 521 – 526, ISBN 978-954-21-0927-3, Varna, Bulgaria, 2017

<https://scholar.google.bg/citations?user=VEQenOgAAAAJ&hl=en&oi=ao>

„Межкултурно обучение в икономически университет“, съавтор ст. преп. Диана Митева, Чуждоезиковото обучение в контекста на интеркултурната компетентност, ISBN 978 – 954 – 2968 – 77 - 1, изд. IVIS Publishing, Велико Търново, 2014, стр. 42 - 49

**Teaching Pitching: Developing Entrepreneurial Skills in the Business English Classroom**, Предизвикателствата на XXI век за развиване на комуникативната компетентност за професионални цели, Сборник с доклади от XII международна конференция (8 – 9. XII. 2014, гр. Варна, България), ISBN 978 – 954 – 449 – 770 – 5, изд. къща Стено, Варна 2014, стр. 197 – 199

**University Admission Practice Tests in English**, изд. Наука и икономика, Икономически университет - Варна, 2011, 2010, 2009 /в съавт./

**The Liberal Arts at Business Schools?**, Сборник с доклади от Юбилейната международна научна конференция „Световната криза и икономическата криза“, изд. Наука и икономика, Икономически университет - Варна, 2010

„Развитието на уменията за презентирание – условие за успешен бизнес“, Сборник с доклади от Кръгла маса „Владеенето на чужд език, условие за успешен бизнес“, изд. Наука и икономика, Икономически университет - Варна, 2009, стр. 182 – 187

**Manual in English for University Applicants**, изд. Наука и икономика, Икономически университет - Варна, 2006 /в съавт./

**Developing Translation Skills in the Business English Classroom in the Context of the European Integration**, Европейски перспективи на националното стопанство, Сборник с доклади, Университетско издателство Наука и икономика, 2005, стр. 946 - 949

**Bulgaria's Accession to the European Union: the Cultural Dimensions**, Езикът – средство за образование, наука и професионална реализация, Трета международна конференция, Стено, 2004, стр. 408 – 414

**Учебен многоезичен речник**, Български, английски, немски, френски, руски, Ун. изд., Икономически университет - Варна, 2002 /в съавт./

Част 1 Икономика и бизнес

Част 2 Туризм

**Сборник материали по английски за кандидат-студенти**, ИУ – Варна, 2000, Ун. изд. Икономически университет - Варна, 2000 /в съавт./