

PERSONAL INFORMATION



Momerin, Milena Ivanova

📍 9 Oboriste str., Sofia; Bulgaria,

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✉️ milena.momerin@siemens.com

Sex Female | Date of birth 04/03/1976 | Nationality Bulgarian

WORK EXPERIENCE

05.2018– present

CFO Siemens Mobility EOOD

Siemens Mobility EOOD, Kukush 2 Str. Sofia 1309, Bulgaria

- Management of the financial books and records of the company;
- Financial reporting and statutory compliance;
- Managing the processes for financial forecasting and budgets;
- Supporting company CEO with business and finance strategy to grow the business;
- Managing customer and vendor relationships;
- Management of the commercial team;
- Tender and Offer management;
- RIC management;
- Company Risk and opportunity management;
- Asset management;

11.2015 – 05.2018

Country Division Controller - Mobility

Siemens EOOD, Kukush 2 Str. Sofia 1309, Bulgaria

- Commercial management and responsibility for the realized deals;
- Financial controlling and reporting for the division;
- Operative planning, including business plan and implementation of division strategy;
- Tender and Offer management;
- Contract Management;
- Risk and opportunity management;
- Business communication and negotiations with Customers and Suppliers;
- Asset management;

10.2012 -11.2015

Country Division Controller - Power and Gas & Power Generation Services

Siemens EOOD, Kukush 2 Str. Sofia 1309, Bulgaria

- Commercial management and responsibility for the realized deals;
- Financial controlling and reporting for the division;
- Operative planning, including business plan and implementation of division strategy;
- Tender and Offer management;
- Contract Management;
- Risk and opportunity management;

- Business communication and negotiations with Customers and Suppliers;
- Asset management;
- Project management

04.2010-10.2012

Commercial Project Manager (B and C Projects) – Sector Energy
Siemens EOOD, Kukush 2 Str. Sofia 1309, Bulgaria

- Commercial management in international construction projects;
- Consortium management;
- Contract and claim management;
- Project planning and controlling;
- Risk and opportunity management
- Procurement and resource management
- Assistance in litigation process management

▪ Main Projects:

- Construction of CoGen Plovdiv Plant – 50 mio Euro (OnShore part - B project);
- LTP Maintenance of SGT 700 – 8 mio Euro (OnShore part – C project);
- DeNox Project (Modernization of Boilers) – 16 mio Euro (OnShore part - C project);
- Energy efficiency rehabilitation in Mini Maritsa East – 12 mio Euro (acting during the first phases of the project - C project);

06.2005-04.2010

Head of Business Administration „Automation and Drives”
Siemens EOOD, Kukush 2 Str. Sofia 1309, Bulgaria

- Budgeting and controlling;
- Developing of distribution channels;
- Industry market assessment;
- Assistance in developing new sales strategies;
- Supervision of SAP implementation;
- Compliance coordinator;

08.2001- 06.2005

Commercial Expert Business Administration “Automation and Drives”
Siemens EOOD, Kukush 2 Str. Sofia 1309, Bulgaria

- Order and invoice management;
- Implementation of SAP – SD and MM module ;
- SAP trainer for SD module;

03.1999-08.2001

Tax advisor (VAT and CIT)
National Revenue Agency

- VAT and CIT tax audits

EDUCATION AND TRAINING

10.2015 - 06. 2017 **Executive MBA Business Management, International Leadership and Finance**
Friedrich-Alexander University Erlangen-Nürnberg

- Innovations and Strategy;
- Operations and Marketing;
- Managerial economics;
- Finance, Controlling and Accounting;
- Risk management;
- Leadership;
- International accounting and taxation;

2007-2008 **Senior Industry Business Administrator**

Steinbeis Hochschule Berlin in cooperation with Siemens Aktiengesellschaft; Commercial Training Program Central and Eastern Europe

- Marketing and Sales Process;
- Business Administration;
- Cost Accounting;
- Financial Accounting;
- Commercial Law;
- Project management;

2006-2007 **Junior Industry Business Administrator**

Steinbeis Hochschule Berlin in cooperation with Siemens Aktiengesellschaft; Commercial Training Program Central and Eastern Europe

- Accounting;
- Business Administration;
- Marketing;
- Presentation skills;

1993-1998 **Master in accounting and controlling**

University of national and world economy, Bulgaria;

PERSONAL SKILLS

Mother tongue(s) Bulgarian

Other language(s)

| | UNDERSTANDING | | SPEAKING | | WRITING |
|--|---------------|---------|--------------------|-------------------|---------|
| | Listening | Reading | Spoken interaction | Spoken production | |
| English | C1 | C1 | C1 | C1 | C1 |
| Replace with name of language certificate. Enter level if known. | | | | | |
| German | A2 | A2 | A2 | A2 | A2 |
| Replace with name of language certificate. Enter level if known. | | | | | |

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

Communication skills ▪ multicultural experience, positive attitude, good communication skills and team spirit attained in the course of my professional and educational experience

Computer skills ▪ good command of Microsoft Office™ tools, SAP ERP

Driving licence ▪ B

ADDITIONAL INFORMATION

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| Publications | Co-author of Siemens Commercial Handbook CEE first version July 2008 |
| Presentations | Certified CMM for Projects "C" level |
| Projects | People and Business management - Siemens core learning program 2; |
| Conferences | CEE Commercial Training Program Level 1 and Level 2; |
| Seminars | PM Certificate for Small Projects; |
| Honours and awards | Account Management Excellence training; |
| Memberships | Establishing Sustainability in the Supply Chain; |
| References | Supplier Qualification General Approach; Project controlling and reporting training; |
| | Risk hedging in foreign trade and sales financing; Currency management; |
| | Permanent establishment; Foreign Currency accounting;. |