



Eleonora Eneva

● WORK EXPERIENCE

09/11/2020 – CURRENT – Sofia, Bulgaria

CHIEF EXPERT IN REGULATIONS DIRECTORATE – RAEA (RAILWAY ADMINISTRATION EXECUTIVE AGENCY)

Keeping records and collating statistical data on railway transport activities;
Developing and submitting proposals to the Minister of Transport, Information technologies and Communications on draft statutory instruments on the railway transport;
Preparation of operating and economic analyses for the operation of rail transport (rail infrastructure and rail carriers);
Developing methods and solutions to determine the amount of infrastructure fees and to regulate rail transport market

04/07/2017 – 30/04/2020 – Sofia, Bulgaria

FORWARDER IN OPERATION CENTER - MULTIMODAL SOLUTIONS, CLUSTER SEE – SCHENKER EOOD

Train formation in HUBs; cost calculations;
Daily communication with involved Railway Undertakings and clients;
Daily wagon and train monitoring;
Troubleshooting; assistance and communication;
Weekly and monthly performance reporting
Offering;
Projects handling;
Control Tower;
Participating in development of SOPs

27/12/2011 – 03/07/2017 – Sofia, Bulgaria

SENIOR EXPERT IN MARKET AND PRICING POLICY DEPARTMENT - BDZ CARGO – BDZ CARGO

Participating in development of fares and pricing policy for freight, internal and international transports;
Participating in development and signing of contracts, agreements and annexes with forwarding companies and shippers;
Managing correspondence with clients;
Troubleshooting

01/11/1998 – 26/12/2011 – Sofia, Bulgaria

FORWARDER - RAILWAY TRANSPORT – BDZ SPED

Preparing offers, railway bills and other transport documents necessary for the forwarding;
Maintaining contact with clients and providing informing in due time about the movement of goods as well as difficulties encountered during the forwarding;
Carrying out all transport organization and the relevant forwarding activities;
Requiring timely payment of the transport and forwarding service costs by the customers;



● EDUCATION AND TRAINING

15/09/1993 – 15/06/1998 – Sofia, Bulgaria
MASTER MECHANICAL ENGINEER – Technical University

Transport Systems;
Market Economy Theory;
Traffic Safety;
Freight Transport;
Marketing in the Automotive Business;
Basic of Road Transport

<https://tu-sofia.bg/>

● LANGUAGE SKILLS

Mother tongue(s): BULGARIAN

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	B2	B2	B2	B2	B2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

Independent User

● COMMUNICATION AND INTERPERSONAL SKILLS

Communication and interpersonal skills

Good communication skills, oriented towards customer needs, highly responsible and disciplined, well organized and accurate person

Ability to plan tasks well, efficiently executing the tasks assigned, focus on deadlines and achieving results.