Ralitsa Simeonova-Ganeva, PhD in Economics/Statistics, MBA

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Flash Profile

Senior analytics manager • Broad-ranging expertise in research • Entrepreneurial and academic experience

Key qualifications:

☑ **Financial, business, and macroeconomic modelling and forecasting**
☑ **Senior management experience in quantitative analytics consultancy, academia, and NGOs**
☑ **High-level advising / reporting, and preparation of official analytical / strategic documents**
☑ **Strong background in project management, reporting and budgeting**
☑ **Teaching / training of quantitative techniques in academics / business**

Formal education:

Institution [Date from - Date to]:	Degree(s) or Diploma(s) obtained:
Sofia University St. Kliment Ohridski [2012 – 2014]	**MBA, Strategic Management**
Sofia University St. Kliment Ohridski [2002 – 2006]	**PhD, Economics / Statistics and Econometrics**
The Open University - London, Open Business School [2000]	**Certificate, Accounting for Managers**
Sofia University St. Kliment Ohridski [1997 – 1999]	**Master, Statistics and Econometrics**
Sofia University St. Kliment Ohridski [1993 – 1997]	**Bachelor, Economics**

Professional experience - outline:

[Date] and institution:	Position, description and selected work:
[2011 – 2016] Sigma Hat *Quantitative analytics consultancy*	**Managing Partner** *Products:* **forecasts, stress testing and net impact assessment models, analytical reports** *Clients*: **Official institutions** (Council of Ministers, Ministry of Finance), **consulting companies** (Grant Thornton, WYG)**, marketing agencies** (Estat, Noema)**, financial institutions** (UniCredit) *Selected work:* a simulation model for net impact assessment of EU funds (SIBILA model) – propensity score matching models for net impact assessment of labour market policies – detailed forecasts for labour market supply, demand and qualification gaps till 2028
[1999 – 2016] Sofia University St. Kliment Ohridski, Faculty of Economics and Business Administration	**Associate Professor, Department of Statistics and Econometrics** Courses: **statistics – econometrics – microeconometrics – macroeconomic modelling** *Other academic experience: American University in Bulgaria [August 2008 – June 2009]*
[2003 –2016] Freelance consultant *Data analysis and decision analytics*	**Senior expert / Team leader** *Projects:* statistical analysis and modelling, using broad range of research methods *Tasks:* survey methodology development, data analysis, behavioural and predictive modelling, forecasting, macro modelling, prescriptive analysis – communication of project output to higher authorities – project management and reporting – training and mentoring *Clients*: WYG International, ECORYS, EOS Matrix, Business and Strategies in Europe, etc. *Selected work*: estimation of current and expected risks related to households payments for EOS Matrix – developing 2011, 2012 and 2013 SMEs Reports and measuring competitiveness of the Bulgarian economy and SMEs for the Ministry of Economy – drafting chapters in Economic Reports for the President of the Republic of Bulgaria – developing *ex-ante/ex-post* impact assessment models and systems of indicators for the EU operational programmes in Bulgaria – leading a high-level team in development of the National Development Programme *Bulgaria 2020* with an estimated budget of over 70 billion euro
[2001 – 2003] Bulgarian Association of Regional Development Agencies (BARDA)	**Secretary General; Quantitative Research Director** Managing an NGO network comprised of 30 regional development agencies and over 180 employees • Socio-economic research, policy analysis and research
[1993 - 2000] Freelance consultant *Survey work and technical support*	Confederation of the Bulgarian Trade Unions, Institute of Sociology at the Bulgarian Academy of Science, Ministry of Finance, etc.

Skills:

Statistical packages (EViews, gretl, SPSS, R, Python, Stata, etc.) • **Analytical and research skills** (surveys, statistical and econometric analysis, modelling and forecasting, research application of mathematical techniques in macroeconomics, finance, microeconomics, management, etc.)

• **Presentation skills** • **Communication skills** • **Decision making** • **Problem solving** • **Action planning** • **Team leading**

Languages:

Native **Bulgarian**, fluent **English**, intermediate **Russian** and **Serbian**

Publications:

Over 50 publications in Bulgarian and English