

KALOYAN VALERIEV TOSEV

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SUMMARY

I would say that I am an open-minded and hard-working leader who is capable of managing teams to outstanding performances. My diverse experience across various sectors has equipped me with a unique blend of strategic vision and practical expertise. It is vital for me to execute every task I am given with precision and diligence.

WORK EXPERIENCE

Management Global Markets - Treasury - Internship | DSK Bank **Jun 2025 - Jul 2025**

- Developed an automated yearly budget target tracking system for private bankers, streamlining internal reporting and data observation.
- Monitored daily funding and money-market operations, ensuring liquidity and interbank dealings.
- Produced market analyses on FX and global macro trends to support senior leadership in making strategic trading and portfolio decisions.
- Gained hands-on experience in the trade lifecycle, from exposure to foreign-exchange operations to discretionary portfolio management.

Founder & CEO | Amaltea **2023 - 2025**

- Wrote technical analyses on the financial markets, read by 4000 people monthly.
- Secured 11 major partnerships with reputable companies & exchanges in the finance world.
- Assigned and managed 6 interns in different departments.
- Guest-lecturer at clients' companies.
- 84% accuracy rate on average thanks a cutting-edge analysis model.

Head of Sales | BAV.BG **Jun 2023 - Sep 2023**

- Created a new service product for the company to increase market penetration.
- Negotiated deals with potential clients & continued relationships with existing ones.
- In charge of 7 people in Lead Generation Department.
- Increased company revenue by more than 40% thanks to new subscription product.

Account Manager | BAV.BG **Mar 2022 - Oct 2022**

- Led Team of Design in order to create new branding style for social media.
- Transferred company data to a new website to change the online visual appeal.
- Researched topics & assigned articles to Copywriters in order to boost online traction.

Junior Ads Operations - Internship | BAV.BG **Jun 2021 - Mar 2022**

- Analyzed product demand & conducted research on markets for advertisement.
- Operated Marketing campaigns with optimization.
- Developed business strategies to improve conversion.

CERTIFICATES & AWARDS

First Place | Investment Challenge AUBG **Apr 2025**

- Created a Discounted Cash Flow (DCF) model, incorporating sensitivity analysis and WACC calculations to determine the intrinsic value of a target company.
- Individual role for conducting fundamental and technical analysis, financial ratios, and price action to build a high-conviction investment thesis.
- Presented a winning professional-grade investment case to a panel of experts, defending valuation assumptions and risk-mitigation strategies.

Fundamentals of Business Finance | Goldman Sachs **Sep 2025**

- Learned cash flow management and liquidity analysis, developing the ability to monitor the financial health of corporate entities and credit counterparties.
- Analyzed complex financial statements to identify leverage ratios and debt structures, providing a foundation for managing bank loan activities.
- Applied valuation models to understand the pricing of credit-linked instruments, essential for ensuring accuracy in trade booking.

Financial Markets | Yale University (Prof. Robert J. Shiller) **Aug 2025**

- Gained technical knowledge of the trade lifecycle across multiple asset classes, including the mechanics of credit derivatives, futures, and options.
- Evaluated risk management frameworks used by institutional firms to minimize operational and market risks during T+1 settlements.
- Connected investment banking operations with market behavior to better understand the role of intermediaries in clearing and settlement processes.

Narrative Economics | Yale University (Prof. Robert J. Shiller) **Jul 2025**

- Advanced problem-solving techniques to interpret how market-wide narratives drive volatility and potential operational breaks.
- Utilized financial forecasting models to anticipate shifts in market sentiment, supporting strategic decision-making in high-pressure trading environments.
- Enhanced analytical skills, focusing on the intersection of economic history and modern market mechanics to improve workflow and control.

EDUCATION

Bachelor's Degree | American University in Bulgaria **Sep 2023 - Present**

- Majoring in Economics & Business Administration.
- Concentration in Finance

Doris Tenedi Language School **2011 - 2023**

ADDITIONAL INFORMATION

- **Skills:** Public Speaking, Persuasion, Strategy Planning, Chart Analysis, Database Analysis, Marketing, Business Development, Sales, Team Work
- **Languages:** English C1, German B1, Russian A2
- **Acomplishments:** Developed custom models for following instituional flow in commodities and option positioning for assets; Letter of recommendation by former VP of Goldman Sachs; Founded a startup rated Top 10 Junior Companies of 2022 by Junior Achievement; Secretary of U.S. Ambassador's Youth Council Bulgaria (USYC); Hosted a lecture in AUBG on “Master Public Speaking & Negotiate With Ease”