





PERSONAL INFORMATION



Dipl. Eng. Sabin Metodiev Yordanov

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Sex Male | Date of birth 17.03.1977 | Nationality Bulgarian | Age 46

WORK EXPERIENCE

From 07.2021 until now

Founder/CEO

"Old Firehand" Ltd., Shumen

(Bulgarian company)

Production, purchase and processing of honey, grapes and fruits, production of mead, alcoholic beverages.

From 11.2017 till 01.2019

Operation Director

"STS Medical Group" EAD, Sandanski

(German-Italian international company)

<http://www.stsmedicalgroup.com/>

Operations Director of 2 plants in the medical industry for producing medical articles – gauze, gowns, small kits, CPTs, metal instruments, sterile products. The two plants are located in Sandanski – Sokolovetz and Boruna. 600 employees. All managers from all departments direct reporting to the Operations Director – KPIs, **P&L, Forecast, Budget, Turnover, direct/indirect ratio, Capex, Opex**. General managing the implementation of Microsoft Dynamics 365 ERP system in both plants - finance, quality, customer service, production, supply chain modules. Direct reporting to the COO and CEO. This production is certified by SGS and ISS notify bodies, ISO regulatory, CE certification.

From 01.2017 till 10.2017

Plant Manager

"Ameva Fine Food" EAD, Shumen

(Israel international company)

<http://www.amevafoods.com>

Plant manager of a plant in the food industry for producing canned vine leaves. 100 employees. Direct reporting to the CEO.

From 08.2015 till 09.2016

Plant Manager

"SOL Bulgaria" EAD, Devnya

(part of SOL GROUP - Italian international company)

<http://www.sol.it/copertina/index.htm>

Plant manager of a plant in the chemical and medical industry for producing liquid gases for technical, medical and industrial purposes: Nitrogen, Oxygen, Argon and Carbon dioxide. All managers from all departments directly reporting for the KPIs: Efficiency, Quality, OEE, Non productive time, direct and indirect cost centres, P&L, Forecasting. Define the main targets KPIs for the year: Making strategies for developing and increasing the plant production capacity. Define investment needs. Approving offers in SAP. Approving salary, bonuses and fines. Approving the yearly budget and defend it in front of the Central SOL group General Manager. Represent the production in front of European SOL group Central on monthly operational reviews.

From 05.2014 till 08.2015

Production Manager

"Yazaki Bulgaria" AD, Yambol

(YAZAKI - Japan international company)

<http://www.yazaki-bulgaria.com/>

Automotive industry plant. Production managing of the electrical automotive installations – 1 000 employees, 24 hours ,7 days per week conveyer production. Responsible for the KPIs: efficiency, productivity, non productive time, direct/Indirect staff ratio, scrap. Define the main production targets KPIs for the year. Making strategies for developing and increasing the plant production capacity. Define investment needs. Approving offers in SAP for buying equipment and materials. Approving salary, bonuses and fines. Responsible for production direct and indirect cost centers. Preparing the yearly budget and defend it in front of the General Manager. Represent the production in front of European Yazaki Central on monthly operational reviews. Subordinate departments: *Production Renault*: Megane, Scenic and Fluence; *Production Ford*: Transit" dpt, "Data input and analytical" dpt, "Spare parts and Prototype" dpt. Have a Training License for 8D Analysis, Manufacturing planning process, Fishbone (Ishikawa) Diagram Analysis. Using Task Management Tool.

From 11.2013 till 05.2014

Plant Director

"Agroconsult" EOOD, Stara Zagora

<http://agroconsult.bg/>

Managing of a machine-building plant – machines and equipment for the agriculture. Responsible for the effectiveness of the plant. Analyse, develop and control the processes between the departments. Motivate and assess the personnel, define the need of training. Take part of making strategies for developing and increasing market share of the company. Give proposals and needs of investments. Approving offers for buying equipment and materials. Approving salary, bonus and fines. Approving the yearly budget and defend it before the owner.

From 03.2012 till 10.2013

Production Manager

"TESY" OOD, Shumen

<http://www.tesy.com/bg/>

Machine - building plant. Manager of production of high volume boilers and project manager of introducing new welding equipment and production lines. 80 employees, 3 supervisors, 1 organizer of production and a team of engineers – designers, mechanicals, electrical including maintenance department. Make and defend the budget for the production. Work with ERP system and participate in the implementation of SAP ERP system. Accepting and introducing new production equipment and take part of negotiations for its price and specifying.

15.01.2013 – 18.01.2013 Leader of team for training in "Mecome", Padova – Italy. Accepting of new machine: welding line for boilers

07.01.2013 – 11.01.2013 Leader of team for training in "Panasonic", Neuss - Germany. Accepting of new machine: welding robot Panasonic TA-1400 G3.

From 02.2010 till 02.2012

Chief production

"EnerSys" AD, Targovishte

(EnerSys - USA international company)<http://www.enersys-energia.com/bulgarian/index.asp?lang=bg>

Electricity store solutions - chemical industry plant. Control and organize of a production of special batteries for the military – atom submarines. Rule a team of 30 employees. Preparing work schedules. Controlling the process of producing special batteries for the military. Responsibilities of accepting and installing new equipment. Take part of daily meetings with head office in Hagen (Germany) with main technologist, main constructor and main project manager. Work with ERP systems - SAP.

01.10.2011 – 01.11.2011 Leader of team for training in "EnerSys", Hagen- Germany. Accepting and transferring the production of submarine batteries – dry filling plates from Hagen - Germany to Targovishte - Bulgaria

From 02.2009 till 10.2009

Production organizer

"Mig Market" OOD, Varna

<http://dograma-migmarket.com/>

Organize and control of producing PVC and aluminium woodwork. Planning and preparing the work schedule, ordering of materials and export.

From 06.2008 till 01.2009

Project coordinator

"KNPK" OOD, Varna

Project coordinator of installing wind turbines photovoltaic parks. Preparing documentation, coordinating the process between designers, investors, public institutions. Control civil mounting activities.

From 01.2007 till 05.2008

Project engineer

"Amylum Bulgaria" AD, Razgrad

(part of ADM - USA international company)

<http://www.tateandlyle.com>

Food industry. A plant for corn treating and producing syrups, food, food supplements for the food industry. Responsible for projects realizing. Rule teams of subcontractors. Making the schedule of the project with all operations and work targets. Coordinate work between designers, building supervision, public institutions. Making orders in SAP. Specify new equipment and machines. Pay off the expenses from the budget resources - capex.

From 04.2006 till 12.2006

Production organizer

"Max electronics" OOD, Novi pazar

Production of expanded polystyrene. Control, planning and preparing work schedules.

From 03.2004 till 02.2006

Assistant (second parallel job)

“SNIK” OOD, Shumen

Building supervising and investment control. Preparing building documentation, coordinating the process between designers, investors, public institutions. Control civil mounting activities.

From 08.2001 till 09.2006

Technologist

“ViK” OOD, Shumen

<http://www.vik-shumen.net/>

Public company. Technologist of state purifying station for waste water. Rule the process of purifying and define the working parameters of the equipment: dosing the chemicals, regime of working of the pumps, emptying the containers, retaining grids, working regime of the filter press. Managing 6 operators.

EDUCATION AND TRAINING

From 2003 till 2007

Master degree – “Public and business administration”

Shumen University “Episkop Konstantin Preslavski”

Bulgaria, Shumen

<http://shu.bg/>

From 1996 till 2001

Master degree – Mechanical engineer “ Technique and Technologies for preserving water and air”

Technical University of Varna

Bulgaria, Varna

<http://www.tu-varna.bg/>

From 1992 till 1996

Mathematics with intensive study of English

Mathematical High School “Nancho Popovich”

Bulgaria, Shumen

<http://www.pmg.icon.bg>

PERSONAL SKILLS

Mother tongue Bulgarian

Other languages

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	Excellent	Excellent	Very good	Very good	Very good
Russian	Very good	Good	Beginner	Beginner	Beginner

Communication skills

Excellent communications skills acquired during my job as a manager on different levels

Organisational / managerial skills Natural leader ability and high level manager skills acquired during my job as a manager on different levels. I have ruled teams from 6 to 1000 employees.

Job-related skills Excellent capabilities to analyze problems in hard situations and takes fast, adequate decisions giving exact and clear tasks.

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Independent	Proficient	Independent	Independent	Independent

- good command of MS office
- Working with ERP system - SAP, Microsoft Dynamics

Other skills ▪ Knowledge of 5S, 4M, P&L, Budget, Continuous Improvement, Lean management, Kaizen

Driving licence Class B

ADDITIONAL INFORMATION

Courses Course 8D analysis
Course Customers relations

Certifications Certificate 8D analysis
Certificate Customers relations

ANNEXES

- Diploma Master degree – “Public and business administration”
- Diploma Master degree – mechanical engineer “ Technique and Technologies for preserving water and air”
- Certificate 8D analysis
- Certificate Customer relations