

## KRISTANA IVANOVA

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### Professional profile

20+ years of extensive experience as university senior lecturer in Business Communications, Business English, American and British Studies, and local and international Erasmus and Erasmus + lecturer to students from Europe, Asia, and the Middle East

15+ years of experience as University of Cambridge speaking examiner

25+ years of experience as interpreter in high-pressure situations

International teamwork skills, intercultural, cross-cultural, and interpersonal skills as educator, examiner, and interpreter

### Academic interests

Business communications, business presentations

Academic internationalization, interdisciplinary approaches to university curriculum design

Blending business studies and humanities at university

Developing soft skills for business graduates

Corporate and NGO training

### Current positions

1996 – now Senior Lecturer, University of Economics – Varna

1996 – now Freelance Interpreter, public, corporate and NGO sectors  
English – Bulgarian, Bulgarian – English

2003 – now Speaking Examiner for CPE, CAE, FCE, PET, KET, YLE, BEC, ICFE, University of Cambridge

1993 – now English Language Editor

### Previous positions

2003 – 2008 IELTS teacher, TOEFL teacher  
Cyril and Methodius Foundation, Sofia, Bulgaria

1993 – 1996 Interpreter (English – Bulgarian, Bulgarian – English)  
Translator (English – Bulgarian, Bulgarian – English, German – Bulgarian)  
Bulgargeomin, Sofia, Bulgaria

## **Current transnational project positions**

2017 – 2020 Erasmus + Programme – Strategic Partnership  
PROMINENCE ‘Promoting Mindful Encounters through Intercultural Competence and Experience’  
Project No: 2017-1-HU01-KA203-035918  
Team Member, University of Economics – Varna

## **Education**

1993 - now Teacher training courses for English and Business English Teachers  
Language training in German, French, Spanish, and Russian

1996 University of Wolverhampton, UK

1988 – 1993 MA in English (English Philology)  
Minor in Business Administration  
Translation and Translation Theory  
Contemporary Literary Theories  
German  
Veliko Tarnovo University, Bulgaria

## **Languages**

English, IELTS, Academic Module, Band 9.0  
German, French, Russian, Spanish

## **Lecturing experience**

### **University of Economics – Varna**

1996 - now Business Communications (Erasmus students, International Business students)  
Business Presentations (Erasmus students)  
English for Finance (4-year Finance students)  
English for Accountancy (4-year Accountancy students)  
English for Tourism (3-year, 4-year Tourism students)  
Business English (advanced students, all majors, Erasmus students)

1996 – 2008 British Studies (International Economic Relations students, Tourism students)  
American Studies (International Economic Relations students, Tourism students)  
General English (advanced students, all majors)

2004 - now

### **Erasmus and Erasmus+ Visiting Lecturer at:**

Technische Hochschule Aschaffenburg, Germany, 2019  
ISAG, Porto, Portugal, 2018  
Lucian Blaga University of Sibiu, Romania, 2017  
Czech University of Life Sciences, Prague, 2016  
The University of Granada, Campus Ceuta, Spain, 2015  
Gediminas Technical University, Vilnius, Lithuania, 2013  
Hedmark University College, Norway, 2011  
Universita degli Studi di Firenze, Italy, 2010  
The University of Barcelona, Spain, 2009  
The University of Limerick, Ireland, 2004

### **Interpreting/Translating Services**

Consecutive and simultaneous interpretation at trainings, seminars, negotiations, academic conferences, theatre and film festivals, business workshops, public events, NGO and public sector seminars, etc.

Interpreting at a governmental level, for the President of the Republic of Bulgaria, for the Prime Minister of the Republic of Bulgaria

Simultaneous interpretation services for ADCO groups of the European Commission

Translation of academic texts, legal documents, contracts, financial statements, letters of credit, promissory notes, powers of attorney, etc.

### **English language editing services**

Editing of academic papers and academic journal articles

### **Publications**

**Automation and Communication. The Academic Context**, Conference Proceedings, Foreign Languages and Contemporary Higher Education Conference, Medical University – Varna, pp 411 – 416, ISBN 978-619-221-071-7017, Varna, Bulgaria, 2017

<https://scholar.google.bg/citations?user=VEQenOgAAAAJ&hl=en&oi=ao>

**The Language of Technology Start-ups and Business Success**, co-author Diana Miteva, Conference Proceedings, The Economy in a Changing World: National, Regional and Global Aspects Conference, Volume 1, University of Economics – Varna, pp 521 – 526, ISBN 978-954-21-0927-3, Varna, Bulgaria, 2017

<https://scholar.google.bg/citations?user=VEQenOgAAAAJ&hl=en&oi=ao>

„Межкултурно обучение в икономически университет“, съавтор ст. преп. Диана Митева, Чуждоезиковото обучение в контекста на интеркултурната компетентност, ISBN 978 – 954 – 2968 – 77 - 1, изд. IVIS Publishing, Велико Търново, 2014, стр. 42 - 49

**Teaching Pitching: Developing Entrepreneurial Skills in the Business English Classroom**, Предизвикателствата на XXI век за развиване на комуникативната компетентност за професионални цели, Сборник с доклади от XII международна конференция (8 – 9. XII. 2014, гр. Варна, България), ISBN 978 – 954 – 449 – 770 – 5, изд. къща Стено, Варна 2014, стр. 197 – 199

**University Admission Practice Tests in English**, изд. Наука и икономика, Икономически университет - Варна, 2011, 2010, 2009 /в съавт./

**The Liberal Arts at Business Schools?**, Сборник с доклади от Юбилейната международна научна конференция „Световната криза и икономическата криза“, изд. Наука и икономика, Икономически университет - Варна, 2010

„Развитието на уменията за презентиране – условие за успешен бизнес“, Сборник с доклади от Кръгла маса „Владеенето на чужд език, условие за успешен бизнес“, изд. Наука и икономика, Икономически университет - Варна, 2009, стр. 182 – 187

**Manual in English for University Applicants**, изд. Наука и икономика, Икономически университет - Варна, 2006 /в съавт./

**Developing Translation Skills in the Business English Classroom in the Context of the European Integration**, Европейски перспективи на националното стопанство, Сборник с доклади, Университетско издателство Наука и икономика, 2005, стр. 946 - 949

**Bulgaria's Accession to the European Union: the Cultural Dimensions**, Езикът – средство за образование, наука и професионална реализация, Трета международна конференция, Стено, 2004, стр. 408 – 414

**Учебен многоезичен речник**, Български, английски, немски, френски, руски, Ун. изд., Икономически университет - Варна, 2002 /в съавт./  
Част 1 Икономика и бизнес  
Част 2 Туризм

**Сборник материали по английски за кандидат-студенти**, ИУ – Варна, 2000, Ун. изд. Икономически университет - Варна, 2000 /в съавт./