Martin Georgiev

Phone number: (+352) 661515714 (Mobile) | **Email address:** martin@martingeorgiev.com | **Website:**

martingeorgiev.info | **Address:** Belgium (Home)

WORK EXPERIENCE

01/04/2023 – CURRENT Luxembourg, Luxembourg
SENIOR MANAGER - OCIO DELOITTE GLOBAL SERVICES SÀRL

Support the cloud adoption and operations.
- Cloud-Native Application Solutions: I have successfully architected, designed, and delivered cloud-native applications, ensuring that these applications leverage the platform scalability, high availability, and efficient resource utilization
- (SAAS): Designed innovative and secure proprietary solutions that cater to multiple tenants or customers, providing flexibility and cost-effectiveness to end-users while maintaining isolation and data security for each tenant
- Automation and Infrastructure as Code (IaC): To enable consistent, repeatable, and error-free deployments, reducing manual effort and ensuring better reliability of the infrastructure I designed and implemented automated deployment processes using Infrastructure as Code (IaC) practices
- Skill Development and Capability Building: By providing training, guidance, and hands-on support, I have empowered teams to efficiently utilize Azure services and best practices Major achievements:
- Integrated Infrastructure with IaC: Successfully integrated the infrastructure of three applications using Infrastructure as Code. This consolidation has led to better resource management, cost optimization, and improved overall operational efficiency
- Module Creation and Maintenance: Designed and maintained reusable modules instrumental in deploying Infrastructure as Code. These modules ensure consistency across different deployments, streamline the development process, and enable rapid scaling of applications
- Pipeline Development for Landing Zones: Created pipelines tailored to different needs, and utilized them across the company landing zones. These pipelines automate the process of building, testing, and deploying applications in their respective landing zones, improving the development lifecycle and reducing time-to-market
- Develop the HashiCorp Terraform adoption framework.

Technologies used:
- Terraform
- Azure DevOps
- Azure Entra ID
- Azure CLI
- Azure PAAS
- Azure IAAS
- ARM templates

05/2020 – 31/03/2023 Capelen, Luxembourg
SYSTEMS DESIGN EXPERT FUJITSU TECHNOLOGY SOLUTIONS (LUXEMBOURG) S.A.

Support the migration of on-premise solutions to the cloud by evaluating the approach (Rehosting, Replatforming, Rearchitecting):
- Define, plan, and deliver modern solutions and cloud-based enterprise architectures
- Realize or lead proof of concepts
- Design and deploy proprietary PAAS solutions based on IaC
- Help the teams in developing Azure Cloud skills and capabilities

Major achievements:
1. Created an analytical and reporting solution based on Power BI, Power Query, Azure DevOps.
2. Created and maintained 2 basis repositories used for IaC deployments that increased the standardization of the delivery to ~65%
3. Created 4 types of pipelines that were used in 15 landing zones

Technologies used:
- Azure CLI
- Terraform

- ARM templates
- AKS
- Azure DevOps
- Azure IAAS
- Azure PAAS

12/2019 – 04/2020 Sofia, Bulgaria
SOLUTION ARCHITECT RAIFFEISENBANK BULGARIA EAD

My responsibilities include the development of enterprise solution architecture, ensuring consistency and compliance with information technology standards and regulations. My tasks include:
- Examination and interpretation of business requirements
- Establishing solution intent
- Aligning the solution with the technical architecture
- Identification of potential technical design risks
- Supervision of the built-in quality
- Operation within the budgetary framework to validate the financial impact of design decisions
- Identification of innovation opportunities
- Planning technology roadmaps
- Areas of expertise include application modernization and migration to cloud-native design.

Major achievements:
- Completed projects concerning regulatory compliance and anti-fraud.

06/2015 – 11/2019 Sofia, Bulgaria
SOLUTION LEADER DXC TECHNOLOGY

My responsibilities include solution development (service start-up, technology, and process transformation, ongoing refresh), competitive costing, business case alignment, and value proposition. On top of the previous responsibilities, my tasks include:
- Examination and interpretation of business requirements
- Establishing solution intent
- Aligning the solution with the technical architecture
- Identification of potential technical design risks
- Supervision of the built-in quality
- Operation within the budgetary framework to validate the financial impact of design decisions
- Identification of innovation opportunities
- Planning technology roadmaps
- Areas of expertise include Public and Private clouds.

Major achievements:
- Worked on ~ 40 opportunities.
- Created 7 custom costing and risk assessment solutions that were reused in a team of 10 solution architects

Technologies used:
- Private and Public clouds, in-house automation

07/2011 – 05/2015 Sofia, Bulgaria
SALES SUPPORT SPECIALIST/DEAL DELIVERY ASSURANCE HEWLETT-PACKARD

Responsible for the end to end service management and process and tools solution during pre-sales. Main tasks:
- identify technical risk and challenges
- Verify Service requirements
- Negotiate SLA / OLA
- Maintain and contribute to the creation of the service budget
- Obtain stakeholders approval

Major achievements:
- Worked on ~ 130 opportunities - and never had a customer rejection of the service line.
- Integrated presales tools
- Generated reporting and analysis that was instrumental for higher management decision-making.

Technologies used:
- Virtual Private Cloud

- Private Cloud
- Azure Public Cloud

04/2009 – 06/2011 Sofia, Bulgaria
CHANGE MANAGER HEWLETT-PACKARD

As a Change Manager, I had to ensure that projects/change initiatives meet objectives on time and on budget. My focus was on the people side of change – including changes to business processes, systems and technology, job roles, and organizational structures. The primary responsibility was to create and implement change management strategies and plans that maximized success rate and minimized the risk of service disruption. The main goals were:
- to drive faster change adoption
- to drive higher ultimate utilization and greater proficiency of the changes that impact employees
- to increase benefit realization, value creation, ROI, and the achievement of results and outcomes

As an MSI change manager, I had to execute the above responsibilities on behalf of the customer in his multi-supplier environment and make sure that the suppliers adhere to the agreed process. On top of the regular Change Advisory Boards (CAB), I also chaired operational review meetings.
Major achievements:
- Automated the reporting that reduced the time to generate from 4 hours to under 5 minutes - on a daily basis.
- Automated the Technical Advisory Board (TAB) and Change Advisory Board agenda verification and generation. On top of the time saved this increased the quality and reduced the errors from ~ 10 per week to 1 per month.
- Designed, implemented, and supported a combined Operational and Decision support system that shared the same set of data. This facilitated the tracking and improvement of 5 to 25 KPIs and provided historical data analysis.
- Facilitated the integration of various Service management tools.

Technologies used:
- HP Service Manager
- ESAR
- ESL
- Visual Basic for Application (VBA)

05/2007 – 12/2007 Sofia, Bulgaria
REPORTING SPECIALIST SOFICA-GROUP LTD

Contractor at Hewlett Packard. My role was to ensure that all service level agreements (SLAs) across the organization were delivered according to specifications. This includes developing, managing, and administering service management best practices.
- Raw data verification
- Automate monthly reports creation
- Optimization
- Analysis

Major achievements:
- Automated the generation of around 70 reports that reduced the time to produce them from three weeks to 4 hours and increased the quality and reliability.
- This allowed the time previously used for data gathering and aggregation to be devoted to analysis, which increased the quality of the service and customer satisfaction.

07/2005 – 05/2007 Sofia, Bulgaria
SUPERVISOR SOFICA-GROUP LTD

Managed a team of call center agents. I provided assistance by answering agent's questions, and taking calls that they could not handle

EDUCATION AND TRAINING

09/2015 – 07/2019 Sofia, Bulgaria
INFORMATION BROKERAGE UNIBIT

Level in EQF EQF level 6

LANGUAGE SKILLS

Mother tongue(s): **BULGARIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	B2	B2	B2
FRENCH	C1	C1	B2	B1	B2

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

DIGITAL SKILLS

HashiCorp Certified: Terraform Associate (002) ｜ Docker ｜ Git ｜ Linux ｜ HashiCorp Vault ｜ HashiCorp Nomad ｜ HashiCorp Consul

Azure

Microsoft Certified: Azure Solutions Architect Expert ｜ Microsoft Certified: Azure Developer Associate ｜ Microsoft Certified: DevOps Engineer Expert ｜ Microsoft Certified: Azure Network Engineer Associate ｜ Microsoft Certified: Azure Security Engineer Associate ｜ Microsoft Certified: Azure Database Administrator Associate ｜ Microsoft Certified: Azure Administrator Associate ｜ Microsoft Certified: Cybersecurity Architect Expert ｜ Microsoft Certified: Azure Data Engineer Associate ｜ Microsoft Certified: Azure Cosmos DB Developer Specialty