

Aneta Naydenova

Adaptive strategist blending commercial acumen, operational excellence, and software innovation to drive measurable growth. Candid, plain-spoken communicator with dependable follow-through and long-term partnership building. Seeking a remote role (part-time or full-time) where steady execution, teamwork, and results matter more than title progression.



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Experience

Founder & CEO NaydIT LLC IT, Tennessee and Florida, Current, 5 years

- Built modern digital products and automation for SMB and mid-market clients.
- Delivered AI agents to streamline support and operations; reduced manual handling and cycle time.
- Developed AR applications to create immersive customer experiences for marketing and training use cases.
- Launched modern, animated web experiences with integrated 3D models, improving engagement and lead quality.
- Built Python applications that accelerated analytics and improved customer experience.
- Implemented Microsoft 365/SharePoint intranet portals to standardize knowledge sharing and collaboration.



Bachelor's Degree College Lecturer MTM College Education, Remote, Current, 5 years



- Courses: AI in Digital Marketing, Contemporary Marketing, Innovative Management & Marketing.
- Introduced innovative AI career consultancy and learning.
- Integrated ML and data-science modules into curricula to strengthen contemporary needed skills.

CCO & Head of Operations Abilitics Ltd. IT, 7 years

- +25% revenue growth through market expansion, account retention, and pricing strategy.
- 15% operational costs via contract refinement, continuous improvement, and lean practices.
- Led complex programs end-to-end across sales, delivery, engineering, QA, and customer success.
- +25% vendor performance by tightening SLAs, compliance, governance, and security standards.
- 25% staff turnover through targeted hiring, culture initiatives, and >99% quality of hire.



Earlier Experience

Head of Department Telecommunications

- +50% revenue by launching mobile products, apps, and value-added services with cross-functional teams.
- 40% cost via negotiated partnerships and portfolio optimization; CSAT improved.
- 20% churn from data-driven retention and loyalty programs.
- Shipped first-to-market: nationwide mobile cloud storage app and self-care services app.



Commercial And Operations Director FMCG

- Achieved positive EBITDA within 5 months by realigning go-to-market.
- +36% margin through targeted sales, budgeting, and operational workflow redesign.
- 40% logistics costs and –60% inventory from supply-chain efficiency.
- Strengthened cash flow: –40% receivables, –45% overdue payables.



Education

M.A. in Computer Systems

M.A. in Finance

M.B.A. in HR Management

Advanced Python Software Development

Core Skills



Operations Management
Process Improvement
Technical & Software Proficiency



Project & Program Management
P&L Stewardship
Teaching & Mentoring



Data & Analytics
Operations Management
Governance & Compliance