

Kristiyan Popov

Business Analyst - IT Projects

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Honor & Award

Most Productive Employee TM 2024

Recognized as the Most Productive Business Analyst of the company for 2024, achieving 1.5x higher productivity compared to peers in analyzing and executing projects within the Products Team.

Biggest Hearth TM 2024

Acknowledged for having the biggest heart, always willing to support the team and consistently volunteering to take on additional responsibilities to help achieve quarterly and yearly targets.

Certificates

EBC*L Business Competence Certificate 2021

Earned the EBC*L Business Competence Certificate, which provided me with a solid foundation in key business concepts, including financial management, marketing, and strategic planning.

This certification deepened my understanding of how businesses operate and equipped me with practical skills to analyze and address complex business challenges.

The knowledge I gained complements my academic background, giving me a well-rounded perspective on driving business success.

Links and Credentials

Linkedin

Website

About Me

A seasoned Business Analyst with expertise in IT projects and a proven track record of delivering high-impact solutions for global organizations. Proven expertise in gathering requirements, process improvement, and stakeholder management. Adept at working in fast-paced, dynamic environments as a contractor, ensuring high-quality deliverables and exceeding client expectations.

Education

2017 - 2021

University of National and Wolrd Economy

Bachelor Economics and Business

I graduated in July 2021 with a bachelor's degree in one of the university's most diverse programs, providing a 360-degree perspective of the business and entrepreneurial world, complemented by a strong foundation in economics.

2019 - 2021

University of Business Competences

EBC*L Business Competence

I completed this program alongside my bachelor's degree, which provided an in-depth exploration of business needs from financial, marketing, and strategic perspectives. It filled the gaps that my bachelor's degree didn't cover, helping me gain a comprehensive understanding and complete the full picture of the business world and how the business operates.

Experience

Transfermate Global Payments

Business Analyst - IT Projects | Mar 2022 - Jan 2024

- Gathering and documenting business requirements to ensure a clear understanding of project goals and objectives.
- Conducting data analysis and financial analysis to support decision-making and project planning.
- Driving process improvements and creating process maps to streamline workflows and increase efficiency.
- Engaging with stakeholders to ensure project alignment and to manage expectations.
- Creating user stories, prioritizing tasks, and leading Agile teams to deliver high-quality outcomes.
- Maintaining a clear product roadmap and driving customer engagement to ensure successful product launches.
- Solving complex problems and making recommendations to drive business growth.
- Delivering high-quality technical writing and presentations to communicate project results and findings to stakeholders

Transfermate Global Payments

Senior Business Analyst | Jan 2024 - Current

- Spearheading the analysis and execution of high-impact IT and business projects, aligning strategic initiatives with organizational goals.
- Leading cross-functional teams and facilitating Agile ceremonies, including sprint planning, daily stand-ups, and retrospectives, to ensure project milestones are met on time and within scope.
- Collaborating with senior stakeholders and C-suite executives to define project objectives, scope, and deliverables, ensuring alignment with business priorities.
- Driving end-to-end requirements gathering, ensuring detailed documentation of functional and non-functional requirements, user stories, and acceptance criteria.
- Implementing process optimization strategies, identifying inefficiencies, and introducing solutions.
- Overseeing the integration of APIs and data migration processes, ensuring seamless transitions between systems with minimal downtime.
- Mentoring junior analysts and team members, fostering a culture of knowledge sharing and continuous improvement within the organization.

Volunter Experience

Forage

Project Manager | 2023

During my internship as a Project Manager at Forage.com, I had the opportunity to dive into the world of project planning and management. I worked on identifying potential risks and came up with practical strategies to address them, which taught me how to think ahead and stay prepared.

Creating project plans and timelines felt rewarding, especially when I saw the team align and move forward together. I collaborated closely with stakeholders to make sure everything stayed on track and within budget, and I kept a close eye on progress, sharing updates along the way.

Tracking expenses and finding ways to improve how things worked became one of my favorite parts of the role—it was a great chance to make a real impact.

Key Skills

- **Business Analysis:** Critical Thinking, Requirements Analysis, Data Analysis, Process Mapping
- **Business Analysis Tools:** JIRA, Confluence, Visio, Trello, Lucidchart, Power BI
- **Methodologies:** Agile (Scrum, Kanban), Waterfall, SAFe, Lean
- **Technical Skills:** Data Modeling, UML, BPMN, API Documentation, Wireframing, SQL
- **Soft Skills:** Stakeholder Engagement, Problem-Solving, Adaptability, Communication.