

# INSPIRED BY EXAMPLE WEBINAR





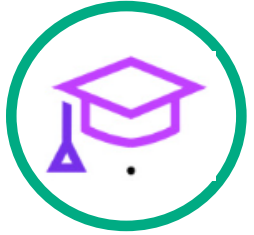
# NEETs in Entrepreneurship

## “Inspire by Example”



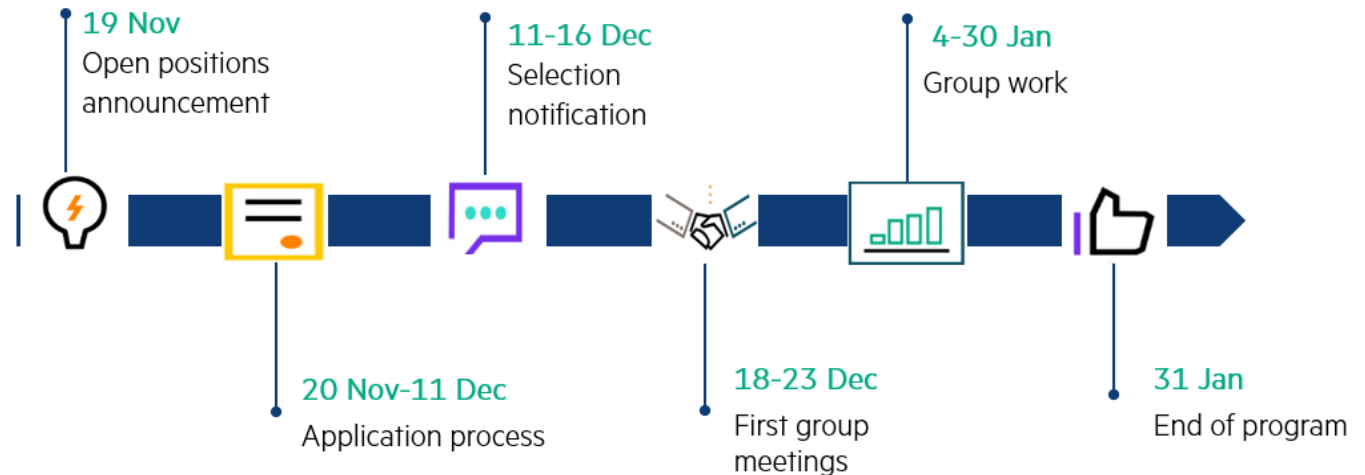
# “Inspire by Example”

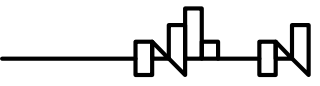
## PROGRAM DETAILS



### “INSPIRE BY EXAMPLE”

HPE will be partnering with Junior Achievement Bulgaria to share knowledge and experience with young coaches in groups of 2-4 people (NEETs 18-29 years old) via building new competencies and supporting career development at HPE Sofia Site. We named the program “Inspire by Example” supporting one of our fiscal year’s goals.





# “Inspire by Example”



## DEVELOPMENT AREAS

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Temenuzhka Petrova  
PEOPLE LEADERSHIP



Rosana Genov  
PROJECT/PROGRAM MANAGEMENT



Valentin Melnikliyski  
PROCESS MANAGEMENT



Vasil Vasilev  
CUSTOMER SERVICE



Hristina Ivanova  
REMOTE ENGINEERING

## Career Tuesdays & In-Person Trainings

- Zoom Career Skills Trainings – Every Tuesday! Register Here
- In-person Practical Skills Trainings at the NEETs Hub

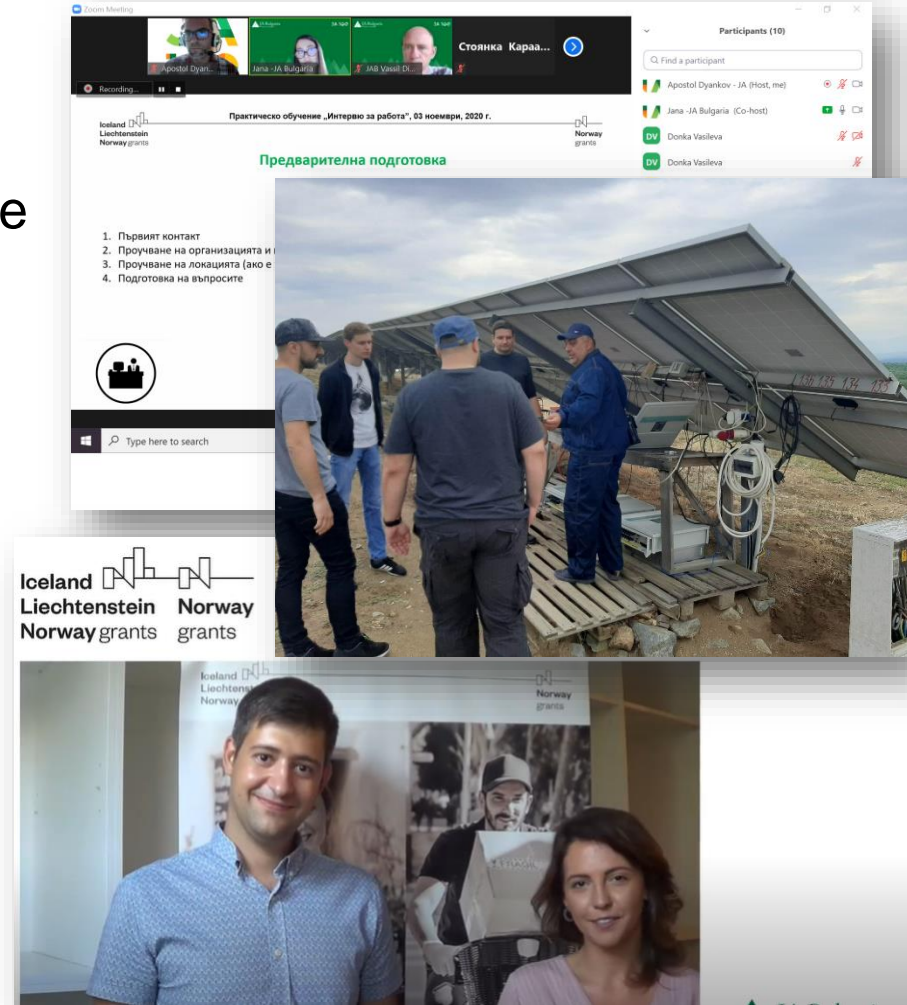
## Coaching and Internships

- Virtual Coaching Program with HPE “Inspire by Example”
- Paid Internships in Engineering, Design and Marketing

## “NEETs Startup” Competition

- 10 NEETs Startups will get up to BGN 10 000 funding
- They can apply to JA’s business pre-accelerator

Register Here: <https://neets-entrepreneurship.org/bg/register>



# Maya Peycheva-Takeva

HPE Country HR Manager for Bulgaria



# TEMENUZHKA PETROVA

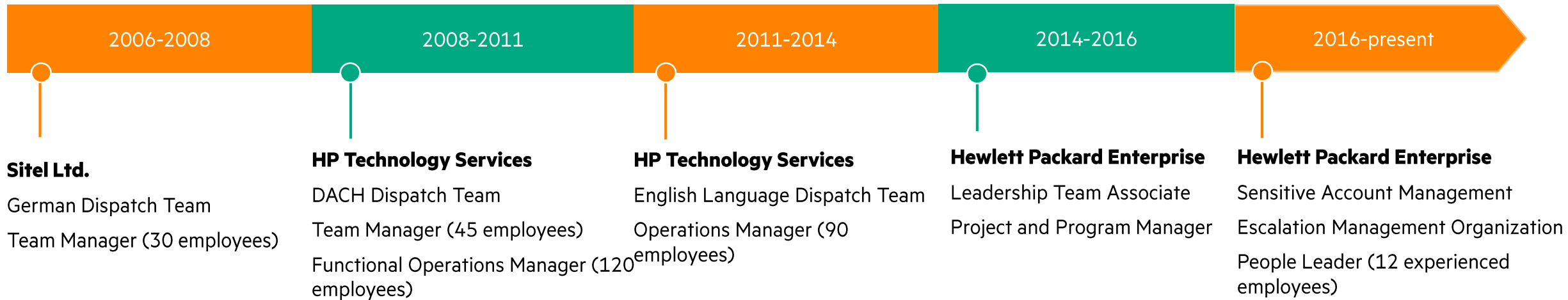
## PEOPLE LEADER



TEMENUZHKA PETROVA  
EDUCATION AND WORK EXPERIENCE

**People Leader**

Sensitive Account Management  
Global Remote Services





# PEOPLE LEADERSHIP

Temenuzhka Petrova

## THE CONCEPT

- ✓ “Fantastic People Leaders and Where to Find Them” – introductory session
- ✓ “Growth Mindset or how to create an environment where everything is possible” – assignment
- ✓ “The Leader and the Sorcerer's Stone” – conclusion

## THE MINDSET

- ✓ Be curious!
- ✓ Be thirsty to know and to try!
- ✓ Be accountable and be present!
  - ✓ Have fun! 😊



**ROSANA GENOV**  
**CUSTOMER PROJECT MANAGER**



ROSANA GENOV  
EDUCATION AND WORK EXPERIENCE

**Customer Project Manager**

Advisory & Professional Services  
Customer Solution Center



**Secondary School Education**

German language school  
"Goethe" Burgas



**Higher Education**

TU-Sofia & TU-Karlsruhe  
Master of Computer Sciences



**Further Education**

TU-Sofia & TU-Braunschweig  
Master of Business Administration  
Industrial Management Master



**EXIN**

ITIL v3 Foundation  
PRINCE2 Foundation  
Certifications



**PeopleCert and Edugama Group**

PRINCE2 Practitioner Certification  
PRINCE2 Foundation Trainer  
Business Analysis Trainer



**HP**

Remote Deployment Specialist  
Process Lead



**Hewlett Packard Enterprise**

Process Lead  
Team Manager  
/HPE IRS and BCS/



**Hewlett Packard Enterprise**

Project Support Specialist  
DACH Advisory and Professional  
Services



**Hewlett Packard Enterprise**

Customer Project Manager  
DACH Advisory and  
Professional Services  
/Mainly Automotive and Airline/



**Hewlett Packard Enterprise**

HPE Gives | Bulgaria  
Board Member



# PROJECT MANAGEMENT

Rosana Genov

## WHAT IS IN FOR ME?

- The basics of Project Management
- What is like to be a Project Manager in HPE?
- What are the main challenges?
- How to become a great project manager?

## WHAT TO EXPECT?

- Open discussions about the profession
- Complete project tasks and simulations
- Participate in and drive group discussions
- Work as a team
- Have fun!



**VALENTIN MELNIKLIYSKI**  
**GLOBAL OPERATIONS LEAN LEAD**





2004-2008

**Finance, Bachelor of Business Administration**  
American University in Bulgaria



2008-2012

**Order Management Data Analysis**  
HP Technology Services Supply Chain EMEA



2012-2016

**Planning Innovation & Analysis**  
Team Lead  
HP Technology Services Supply Chain Global



2016-present

**Lean Lead & Forecasting Expert**  
HPE Pointnext Services Supply Chain Global



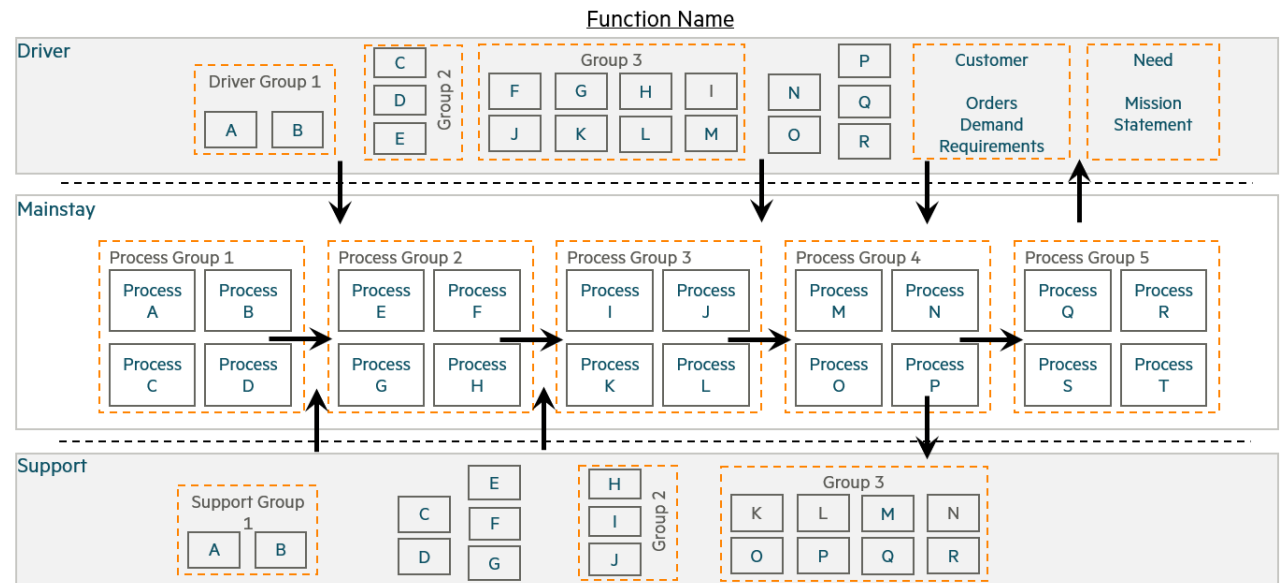
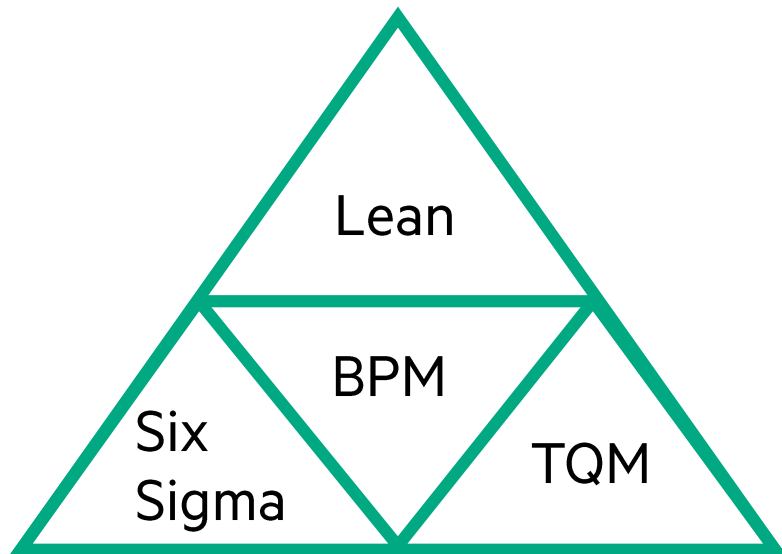
Certified Lean Black Belt



# EXPECTATIONS FROM THE COACHING PROGRAM

Valentin Melnikliyski

- All work is a process
- Why is it important to document business processes?
- How can we improve business processes? What happens if we don't?
- Have fun practicing some of the key concepts



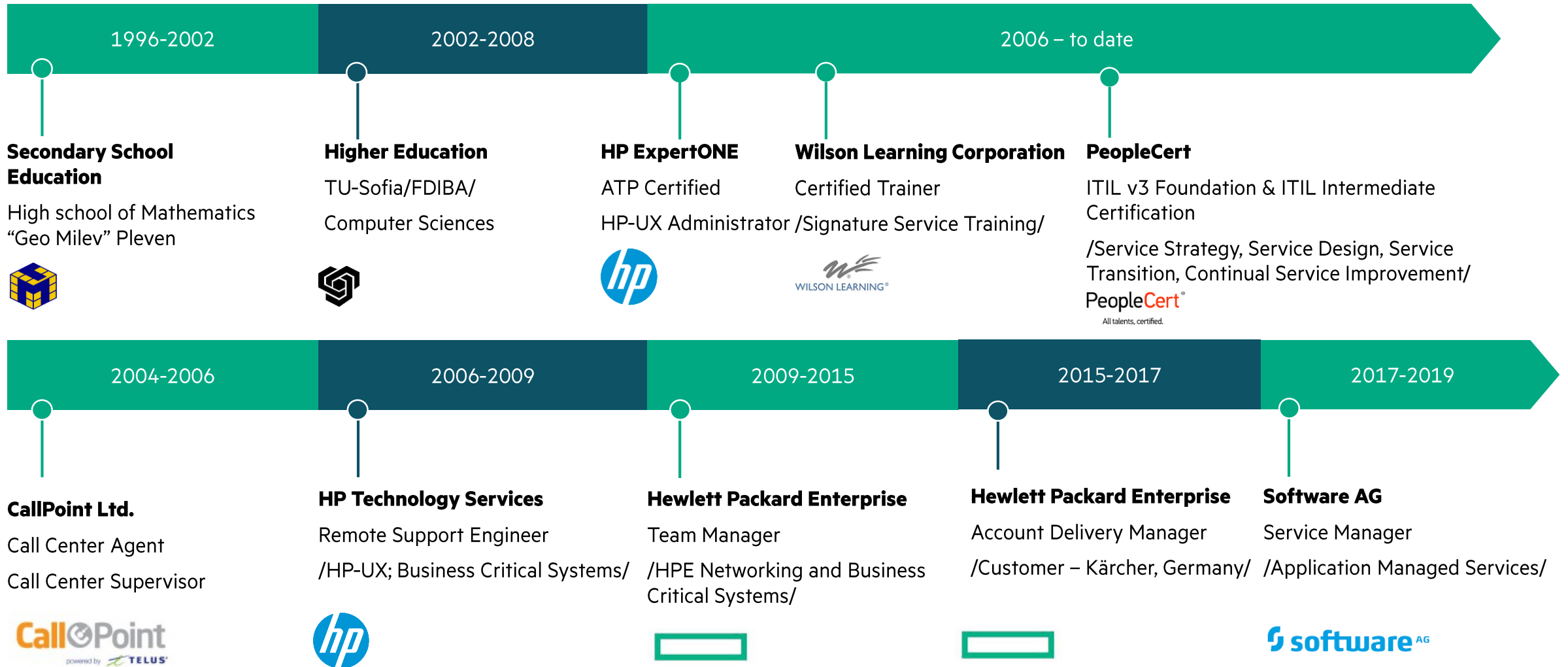
**VASIL VASILEV**  
**OPERATIONS TEAM MANAGER**





VASIL VASILEV  
EDUCATION AND WORK EXPERIENCE

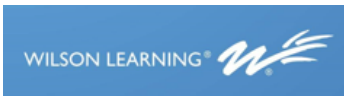
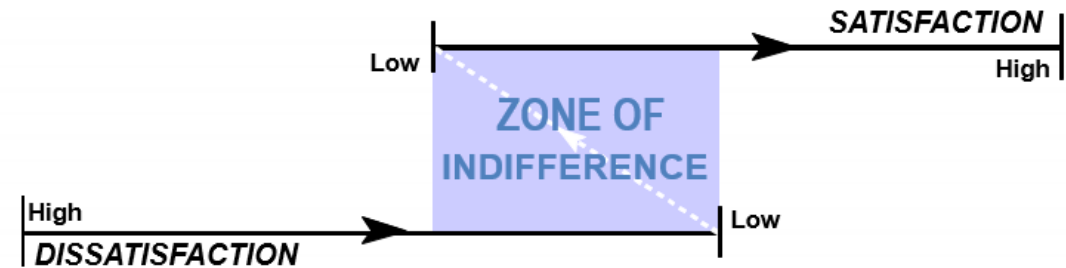
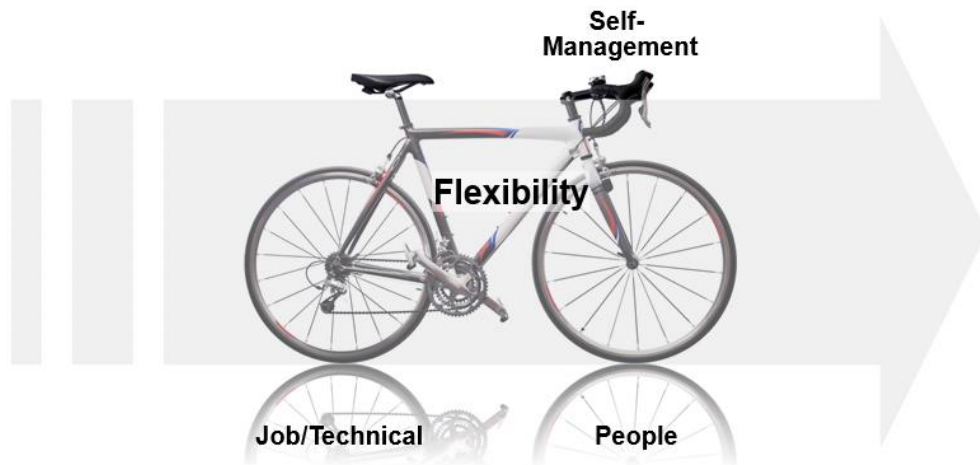
**Operations Team Manager**  
Proactive Support Center DACH  
Global Remote Services



# EXPECTATIONS FROM THE COACHING PROGRAM “CUSTOMER SERVICE”

Vasil Vasilev

- Make the participants aware about some basic models and concepts involved in customer service
- Have an open discussions about the daily challenges when working with customers
- Complete self-evaluations, participate in group discussions and role plays
- Have fun!



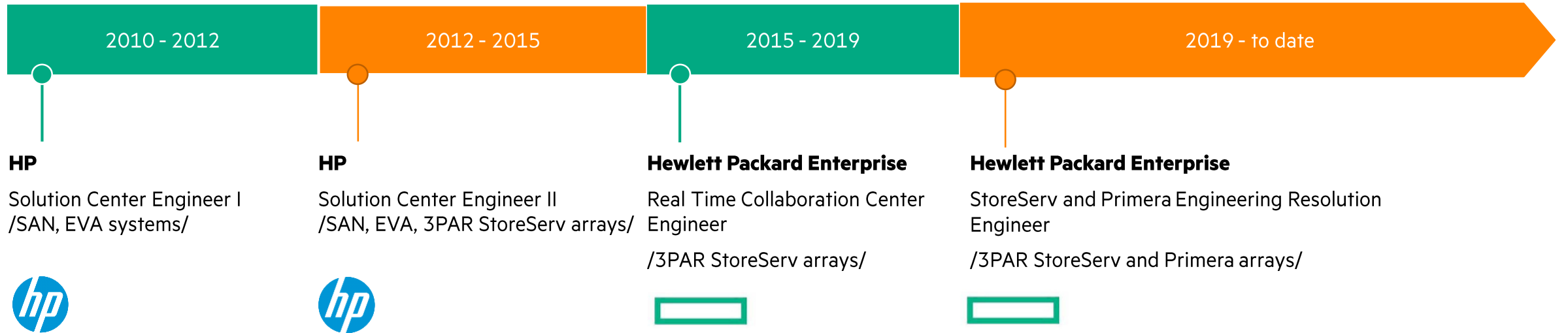
**HRISTINA IVANOVA**  
**STORESERV AND PRIMERA ENGINEERING**  
**RESOLUTION ENGINEER**



HRISTINA IVANOVA  
EDUCATION AND WORK EXPERIENCE

**StoreServ and Primera Engineering  
Resolution Engineer**

Technology Services Engineering  
Resolution Team



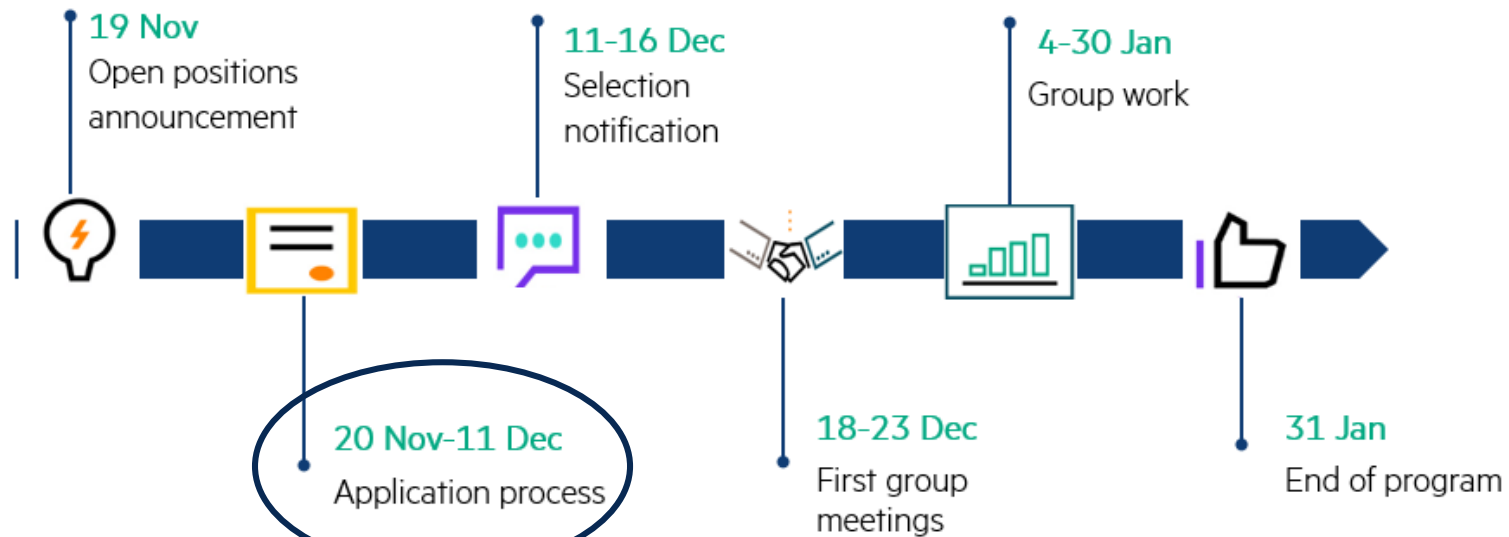
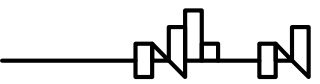
# EXPECTATIONS FROM THE COACHING PROGRAM

Hristina Ivanova

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- Discuss activities involved in daily work of a Remote Engineer, skill set needed and ways to develop such skill set
- Present a basic overview on the Storage Area Network (SAN)
- What is high availability and high performance in storage arrays and why it is important to customers
- Discuss storage trends and how they reflect on the Remote Engineer role





**Send your CV and Cover Letter to [apostol.dyankov@jabulgaria.org](mailto:apostol.dyankov@jabulgaria.org) until 11<sup>th</sup> December**



## NEET's CRITERIA

CV	Cover letter	Interested in the area
Team player	Curious and proactive	English

# Q&A



JA Bulgaria  
A Member of JA Worldwide