



TRAKIA UNIVERSITY

STARA ZAGORA

OPINION

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Subject: Competition for the academic position of "professor" in professional field 3.8 Economics, scientific specialty "Economics and Management (Trade), published in the State Gazette, issue 60/25.07.2025.

1. Reason for writing the opinion

I participate in the composition of the scientific jury for the competition according to the decision of the Faculty Council of the Faculty of "Production and Commercial Business", Protocol No. 1/16.09.2025 and Order No. 923/17.09.2025 of the Rector of the "D. A. Tsenov" Academy of Economics- Svishtov.

The preparation of this opinion is based on the decision taken at the first meeting of the scientific jury, Protocol No. 1/30.09.2025.

2. Presentation of the candidates for participation in the competition

In the announced competition for the academic position of "professor", professional field 3.8. Economics, "Economics and Management (Trade), published in the State Gazette, issue 60/25.07.2025, documents were submitted by one candidate - Assoc. Prof. Dr. Svetoslav Yordanov Iliichovski from the Department of "Commercial Business" at the "D. A. Tsenov" Academy of Economics.

3. Personal characteristics of the candidate

Svetoslav Iliichovski is a graduate of the "D. A. Tsenov" Academy of Economics, Svishtov, and graduated as a "Master's degree" in "Commercial Business and Intermediation" in 1997.

In 2006, he acquired the PhD "Doctor" in the scientific specialty of Economics and Management (Trade), based on a defended dissertation on the topic "Opportunities for improving the marketing activities of grain producers" (Diploma No. 30900/22.12.2006, Higher Attestation Commission, Scientific Commission 16, Protocol No. 16 of 10.10.2006).

In 1998, Svetoslav Iliichovski began his academic career as a lecturer at the "D. A. Tsenov" Academy of Economics, where he worked successively as an assistant (1998 - 2000), senior assistant (2000 - 2003) and chief assistant (2003 - 2010). After a successful competitive procedure for habilitation, Dr. Svetoslav Iliichovski acquired the scientific title of "associate professor" in the scientific specialty 05.02.18 "Economics and Management (Trade)", (Certificate No. 26052/25.01.2010, Higher Attestation Commission, Scientific Commission 16, Protocol No. 16 of 24.11.2009). The professional development of Assoc. Prof. Dr. Svetoslav Iliichovski is mainly related to the "D. A. Tsenov" Academy of Economics, where, in parallel with teaching activities and after occupying the academic position of "Associate Professor" in the Department of "Commercial Business" in 2010, he also holds the following administrative positions - Head of the Department of "Commercial Business" (2011-2020). Since 2020, Assoc. Prof. Dr. Iliichovski has been the Dean of the Faculty of "Production and Commercial Business", and since 2024 he has been the Vice-Rector for Academic Affairs and Accreditation of the "D. A. Tsenov" Academy of Economics.

From 2011 to 2015, he was a member of the editorial board of the electronic journal "Dialogue". Since 2020, he has been a member of the editorial board of the scientific journal "National Economic Archive", and since 2024, he has been the deputy editor-in-chief of this journal.

Since 2001, he has been a licensed appraiser for the valuation of financial assets and financial institutions, and since 2007, he has been a licensed real estate appraiser.

Since 2016, he has been a member of the Council of the Pleven, Lovech regional college of the Chamber of Independent Appraisers in Bulgaria.

He has represented the "D. A. Tsenov" Academy of Economics Association with participation in over 8 international scientific conferences and 5 round tables, has worked as a leader or participant in the project teams of 8 successfully completed scientific and educational projects, and has participated in the organizational and program councils of scientific forums.

4. Fulfillment of the minimum national requirements under Art. 26, para. 2 and 3 and the requirements under Art. 26, para. 5 of the Law on the Promotion of Higher Education and Research

Part of the documents submitted by the candidate in the competition for the academic position of "professor" is a Certificate of fulfillment of the minimum national requirements under Art. 26, para. 2 and 3 of the Law on the Promotion of Higher Education and Research and the additional requirements of the "D. A. Tsenov" Academy of Economics under Art. 26, para. 5 of the Law on the Promotion of Higher Education and Research. The information contained in the attached certificate shows that Assoc. Prof. Dr. Iliichovski fulfills the minimum national requirements for the academic position of "professor", and with respect to some groups of indicators there is a significant over fulfillment of the

minimum required points. These are the indicators in group D, where I exceeded by 115 points, as well as group E (citations and reviews), for which the total minimum required threshold is 100 points, and Assoc. Prof. Dr. Iliichovski presents evidence for 115 points, and the indicators in group E, for which the candidate in the competition also achieves several times higher points (required 100, achieved over 483 points). Assoc. Prof. Dr. Svetoslav Iliichovski also meets the additional requirements and criteria of the Academy of Economics for holding the academic position, professor", defined by Art. 129 of the Regulations for the Development of the Academic Staff at the "D. A. Tsenov" Academy of Economics, and the overachievement on some indicators is again clear, such as leadership and participation in research, educational and applied science projects, developed lecture courses, etc.

5. Quantitative and qualitative assessment of the candidate's teaching and learning work

According to the Certificate of Experience in the specialty, as of 03.09.2025, Assoc. Prof. Dr. Svetoslav Iliichovski has total work experience at the "D. A. Tsenov" Academy of Economics - 26 years, 10 months and 26 days, of which over 16 years as an associate professor, and accordingly meets both the conditions under Art. 29, para. 1, item 2 of the Law on the Promotion of Higher Education and Research in the Republic of Bulgaria, and the requirement of the Academy of Economics that candidates for the academic position of "professor" have at least 5 academic years as an associate professor (Art. 129, para. 2, item 3.1 of the Regulations for the Development of the Academic Staff at the "D. A. Tsenov" Academy of Economics). Assoc. Prof. Dr. Iliichovski has provided scientific supervision to four successfully defended doctoral students, thereby also meeting the requirement under Art. 129, para. 2, item 5 of the Regulations of the Academy of Economics. Over the years, Assoc. Prof. Dr. Iliichovski has been actively working with doctoral candidates and students by including them in the research teams of research projects that he leads or in which he participates. The submitted reference for developed and taught lecture courses by the candidate in the competition certifies the fulfillment of the additional requirement of the "D. A. Tsenov" Academy of Economics for holding the academic position of "professor", related to authorship and co-authorship of developed lecture courses in academic disciplines for training students in the Bachelor's degree, in the "Master's degree" or in the PhD "Doctor" (Art. 129, para. 2, item 6.2 of the Regulations for the Development of the Academic Staff at the "D. A. Tsenov" Academy of Economics).

Assoc. Prof. Dr. Iliichovski is the author and co-author of 17 training courses on the issues of the announced competition, such as "Commercial Entrepreneurship", "Exchanges and Stock Exchange Operations", "Stock Exchange Analysis and Reporting", "Organized Commodity Markets", "Trade Lending", "Organization and Reporting of Trade Transactions", "Business Assessment" and others, or of these courses, 7 are for the purposes of training in the bachelor's programs of the Academy of Economics, 6 - in the

"Master" and 4 in the "Doctor" programs. From the academic year 2020/2021 to 2024/2025 inclusive, with a standard of 1540 hours, he conducted 3033 hours (almost double the classroom workload). Assoc. Prof. Dr. Iliichovski participated in a training seminar for the period 01.07.2019 to 12.07.2019 in Great Britain (London).

One of the additional requirements of the Academy of Economics for candidates in competitions for the academic position of "professor" is that they have published at least 2 independent academic textbooks or participated in no less than 4 published academic textbooks as a co-author (Art. 129, para. 2, item 6.1 of the Regulations for the Development of the Academic Staff at the "D. A. Tsenov" Academy of Economics). Assoc. Prof. Dr. Iliichovski also fulfills this requirement - in the list of academic textbooks required under Art. 131, para. 1, item 18 of the Regulations of the Academy of Economics, he has indicated five titles, of which he is the independent author of one textbook, and in the remaining 4 he is a co-author. In the textbooks, Assoc. Prof. Dr. Iliichovski successfully combines theoretical statements and aspects of trade with practice. In fulfilling the administrative responsibilities of the head of the department, dean of the faculty and currently vice-rector, Assoc. Prof. Dr. Iliichovski is actively involved in the development of new and updating of existing doctoral, bachelor's and master's programs of the Department of Commercial Business. The many years of experience of a university lecturer together with the academic results achieved in the process of the educational and teaching activity - developed lecture courses, published university textbooks, work with students and doctoral students, etc., present Assoc. Prof. Dr. Svetoslav Iliichovski as a candidate with excellent professional training, suitable to occupy the academic position of "professor".

6. Quantitative and qualitative assessment of the candidate's scientific research and research activity

Assoc. Prof. Dr. Svetoslav Iliichovski participates in the competition for the academic position of "professor" with the following scientific works: 1 monograph presented as a habilitation work and a second one, which was not presented as such a work; 4 articles in co-authorship, published in scientific journals, indexed in world-renowned databases with scientific information, each of which is the first author; 17 articles and reports published in non-refereed journals with scientific review or in edited collective volumes - 3 of them in co-authorship; 1 study published in non-refereed journals with edited collective volumes. A large part of the scientific works is in English, and in terms of quantity and structure they are sufficient and appropriate for the announced competition for professor, and they cover the required number of points for the indicators in groups C and D of the minimum national requirements.

The scientific publications of Assoc. Prof. Dr. Iliichovski presented in connection with the competition procedure are distinguished by the depth of the analysis, as well as the achievement of meaningful results, which in turn allows for the formulation of reasoned

recommendations and proposals for solving various problems. Part of the issues that are put forward for consideration and fall within the scope of the research conducted by the candidate in the competition are related to possibilities for deriving an indicative value of a commercial enterprise, as well as short supply chains as an innovative form of marketing of agricultural products. The main weight among the publications in the competition is the monographic work of Assoc. Prof. Dr. Iliichovski - "Possibilities for deriving an indicative value of a commercial enterprise". Academic Publishing House - Tsenov; Republic of Bulgaria. 2022, p. 178; ISBN: 978-954-23-2251-1 (Business World Library ISSN 1310-2737). The work represents a serious and in-depth study of the theoretical foundations of the valuation of a commercial enterprise, including the specifics of this enterprise as an object of valuation, the practical aspects of deriving an indicative value of this type of enterprise. For the purposes of the study, the author skillfully uses the cost, income and comparative approaches to the valuation of a commercial enterprise, as well as modern approaches to such valuation.

Assoc. Prof. Dr. Iliichovski also meets the additional requirements relating to scientific research activity according to Art. 129 of the Regulations for the Development of the Academic Staff of the "D. A. Tsenov" Academy of Economics - candidates for professor must have at least 2 scientific publications in refereed journals; have participated in at least 4 scientific research, educational and/or applied scientific projects or at least 2 national projects, or at least 1 international project; have been the head of at least 2 scientific research, educational and/or applied scientific projects financed by the National Fund "Scientific Research" or through the Institute for Scientific Research of the Academy, or 1 national or 1 international project.

The candidate in the competition presents 4 publications in referred journals; participation in 7 research projects funded by the Institute for Scientific Research of the Academy; participation in 2 national projects; participation in 1 international project, which he is the head of. All projects were implemented after acquiring the academic position of "associate professor". Based on the above, it can be concluded that in terms of volume and content, the scientific production and research activities of Assoc. Prof. Dr. Svetoslav Iliichovski correspond to the minimum national requirements and meet the additional conditions and criteria of the Academy of Economics for occupying the academic position of "professor".

7. Scientific contributions of the candidate

The scientific publications presented by the candidate in the competition for the academic position of "professor" contain a few results in contributions. In the report on scientific and scientific-applied contributions, Assoc. Prof. Dr. Iliichovski has indicated a total of 10 such, of which 5 are scientific and 5 are scientific-applied, and they correctly reflect his scientific achievements. Among them, the following stand out: Based on theoretical justification of the need to evaluate a commercial enterprise through the prism

of various goals and interests of stakeholders, the main approaches to business evaluation have been systematized; based on scientific studies of regulatory framework and literary sources, the overall procedure for evaluating a commercial business is detailed; at the corporate level, a systematization has been proposed, detailed to real estate management, ownership in financial instruments, ownership in intangible assets, ownership in subsidiaries, etc.; Based on preliminary research, theoretical competence frameworks in the field of entrepreneurship, digital technologies, trade and logistics have been summarized; scientific knowledge on commercial intermediary operations related to freight forwarding and supply chains has been supplemented. Existing options have been summarized, and alternative possibilities have been differentiated.

8. Academic reputation of the candidate

The scientific achievements of the candidate in the competition are well known to the academic community. The citation list presented by Assoc. Prof. Dr. Svetoslav Iliichovski is proof of the quality of his scientific research and the significance of the scientific results contained therein. For participation in the competition, 5 citations of his publications, established in world-renowned databases with scientific information, 1 citation in a monograph and collective volumes, and 6 citations in peer-reviewed journals are indicated.

9. Weaknesses, critical remarks and recommendations

The conducted study of the scientific works of Assoc. Prof. Dr. Svetoslav Iliichovski gives me reason to summarize that there are no significant omissions, inaccuracies or contradictions in them. I will allow myself to make one recommendation to the candidate, namely, that in his future activities as a scientist, he continues to direct his publications to indexed and referred journals.

10. Summary assessment and conclusion

The findings made about the teaching and teaching work, and the scientific research activities of Associate Professor Dr. Svetoslav Yordanov Iliichovski give me reason to express my positive opinion and to support with conviction his candidacy for the academic position of "professor" at the "D. A. Tsenov" Academy of Economics in the professional field 3.8. Economics, scientific specialty "Economics and Management (Trade)" and I propose that the scientific jury make a unanimous positive decision on this.

October 21, 2025
Stara Zagora

Prepared the opinion: ..
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