



Dimitar Phillipov

IT Project Management | Program Execution | Large Scale Digital Transformation | Enterprise Efficiency | Change Management

Summary

I spent the last 5 years as Technical Project Manager. After delivering multiple enterprise initiatives I am looking for my next challenge.

I have vast experience in large scale transformation programs with focus on new enterprise software implementation. My strenght is leading the change management exceptionally well, ensuring stakeholder alignment and adoption.

I am bringing severe hands on experience in the configuration of tooling and scripting to accelerate delivery. I have been directly involved in the implementation and maintainanace of tools such as Workday, Jira, Zendesk, Azure, Salesforce, GitLab, and all relevant API integrations to make a corporate ecosystem of software well automated.

I have proven track record in optimizing processes and coordinating efforts to achieve high standards and minimal downtime during delivery cycles.

While coming from non developer background, I am well familiar with popular scripting languages (python, js) and infra tooling (AWS, Azure, Serverless architecture).

During the past 3 months, I built couple of side projects in order to refresh, upskill and keep up with new tech.

Right now I am looking for the next challenge - a place I can be of value.

I am available immediately, based in Sofia, happy with any office policy

Experience

Genius Sports

9 years

IT Project Manager

Jan 2020 - Feb 2025 (5 yrs 2 mos)

- Led the end to end implementation of Unified CX platform. The business faced severe client friction and operational inefficiencies due to legacy systems. As Program Manager I built and led a cross functional team of 20 and owned the entire program. We consolidated 10 legacy platforms under single platform, negotiated down 60% of the list price, trained 600 agents, and onboarded 1,000+ clients in 9 months. The result: £500k annual savings, 30% satisfaction lift for tier 1 clients, and full visibility into service performance with real-time analytics.
- Led a massive initiative building on top of Workday HRM APIs as the source of truth for automated account and access provisioning/deprovisioning. The project was a success, and we were able to offload 100% of the manual work to the system.

Contact

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[My LinkedIn](#)

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Skills

- Project Management
- Change Management
- Collaborative Problem Solving
- Negotiation
- Making things happen

Technical Knowledge

- Python, SQL, JavaScript
- Rest APIs, WebSockets, Serverless
- AWS, Azure, Docker, Terraform
- Security best practices
- AI: Cursor - advanced

Tools

- Workday
- Salesforce
- Atlassian suite
- G-suite
- O365
- Notion, Linear
- Cursor, Claude, Gemini

- Spearheaded IT integration and change management for three multinational companies during mergers, overseeing cross-functional teams of 500+ employees globally. Managed seamless integration of critical systems including G-Suite, Office 365, Salesforce (CRM), Workday (ERP), Atlassian tools(ITIL), GitLab (CI/CD), Jamf (MDM), and AWS infrastructure, ensuring business continuity and operational efficiency
- Led a high-impact initiative with a team of 10 to reduce SaaS subscription costs by \$750K annually, reporting directly to C-level executives (CIO, CFO, COO). Negotiated and renewed seven major contracts, achieving an average of 50% discount on \$1M+ contracts through strategic vendor management and contract negotiation.
- Led customer facing software project focused on support and data exchange, partnering with third-party vendors. Directed technical design, implementation, budget management, and risk mitigation strategies, delivering on time and within budget while ensuring optimal solution delivery.
- Led agile team, directing the product strategy for a custom ERP and Live Monitoring system enhancement - .js/php team of 5. Improvements led to 80% improvement in system performance speed and a 40% reduction on infra cost.

Operations Manager

Oct 2017 - Jan 2020 (2 yrs 4 mos)

- Led a team of 20 data analysts, overseeing the day to day resource allocation and coverage. Achieved 20% reduction in operational costs through process optimization and strategic workforce allocation.
- Took initiative in optimizing telephony services for 400+ internal users, leading vendor procurement and rollout. Achieved a 30% reduction in annual costs, saving \$90K per year through effective process management.
- Data analytics and observability experience

Sportsbook Data Supervisor

Oct 2015 - Sep 2017 (2 yrs)

- Extensive experience and industry knowledge in the Sportsbook industry
- Team supervision in a dynamic environment.