

Marionela Bojkova

Business & Leadership Coach



My philosophy:
In times of uncertainty the ability to change is crucial.
“It is not the strongest of species that survives, but the most adaptable”
– Charles Darwin

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 ICF International Coaching Federation



About me

- I am **Professional Certified Executive Coach (PCC)** with over 15 years international experience in Human Resource Management, Talent Development, and IT.
- My excellence in coaching is supporting employees in periods of life or business change.
- My expertise: **Coping with ambiguity and uncertainty**, developing a transition strategy, boosting **confidence and resilience**, finding **positive energy**, adapting to new environments and situations, **developing leadership competencies**, enhancing **emotional and cultural intelligence**.
- **My strength:** I help the coachee evaluate the situation with new eyes. I give them the mental framework to create self-awareness and awareness of others, **strategies and techniques to influence others**.
- **My promise:** I promise that you will go out of every session full of **positive energy, inspiring ideas**, hope and desire for action. I will help you gain clarity on what is most important for you, and attract more of it in your life, **align your development with your values and purpose**.

My clients say...

- “My experience of communicating with Marionela was enriching, uplifting, eye-opening. I was going through tough times and talking to her gave me strength, courage, hope that there could be light at the end of the tunnel. But most importantly those conversations opened horizons to discover depths I never knew existed! I will forever be grateful! A true professional!”
- “Marionela is able to understand what is being said regardless of how confusing or jumbled it is in your head. She asks the questions that you may not have thought to ask yourself, or you may have avoided. I am beyond grateful for the positive difference she was able to make in my life in a really short time.”
- “Marionela is a person of wisdom, compassion and honest understanding. Her business experience and influencing skills are a guaranteed success. My management career became better, my whole life became better. An excellent professional with very good understanding of the changing needs of the organization.”

Work Experience

- 4.9 years – **present:** Professor in International Project Management and Executive Coaching at CBS International Business School, University of Applied Science
- 8 years – **present:** Leadership & Change Management Coach (Unternehmensberatung HR projects), Personal Development with “Teamtime International” and “Marionela Coaching “
- +2500 individual executive coaching hours of experience with managers and key people in companies from heavy industry, energy and IT sectors
- 2 years Program Manager of the European Chapter Collaboration, Mentoring Program of “PMI-The Project Management Institute”
- 1.5 years HRM in the Board of Directors of PMI Cologne (Project Management Institute)

- 5 years Regional Manager, Executive Coach and Leadership Trainer “AIMS International” (Unternehmensberatung, HR projects)
- 3 years Human Resources Director Retail sector
- 3 years Human Resource Manager Pharma sector
- 4 years Senior Training & Development Specialist Pharma sector
- Winner of the National Human Resources Award of the Bulgarian Human Resource Association...

Coaching Expertise

- **+2500** coaching hours with top executives, key people and young talents
- **Erickson College International Canada graduate** (since 1980 a golden standard in Executive and Life systemic, solution focused coaching)
- 5 years **PCC** – Professional Coaching Certificate credentials by ICF
- +200 seminars and Leadership Development Programs
- Licensed in **DISC** and **MBTI** Psychometric Inventories, NLP Practitioner
- Working languages: **English, German, Russian and Bulgarian**
- Industries and clients:
 - Executive coach for UNICEF offices worldwide, Special Olympics, Universities of Bonn and University of Economics Varna, GIZ
 - Energy (E.ON, AES, CEZ Group, EVN Lichttechnik GmbH, ABB)
 - Production (HeidelbergCement, Titan Cement, Mondi Group, Metal production, Automotive, Covestro, Bayer)
 - IT (E.ON IS, Regiocom, Unisys, Teknisk Ukeblad Media, etc.)
 - Retail (Metro, Piccadilly, CBA, REWE)
- **Topics:**
 - Increasing **personal confidence and team resilience**
 - Coping with **ambiguity and uncertainty**
 - Adapting to **new relationships and culture** diversity
 - Finding **positive energy and motivation**
 - **Improving communication** and work performance
 - Developing **Leadership Competencies**
 - Improving **emotional intelligence** and **intercultural competence**