

Ivan Yosifov

AI Automation Strategist, Product Leader & Systems Builder

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EXECUTIVE PROFILE

Product and technology leader with 25+ years across business, digital platforms and automation. Founder and hands-on builder of AI, telemedicine and decision-automation products, combining product discovery, commercial judgement, go-to-market execution and cross-functional leadership.

CORE CAPABILITIES

- AI product strategy and opportunity discovery
- AI agents, knowledge systems and workflow automation
- Product discovery, roadmaps and productisation
- Go-to-market, adoption and growth systems
- Cross-functional product and stakeholder leadership
- High-trust and regulated product environments

PROFESSIONAL EXPERIENCE

Founder & Product Architect | 2022-Present

RazgaR

- Created an automation platform for structured trading strategies and decision execution.
- Defined the proposition, roadmap and operating logic across strategy configuration, risk rules, data, timing and execution.
- Repositioned the platform as an internal technology asset when market evidence called for a different commercial model.

Founder, Product Architect & Implementation Lead | 2025-Present

FOPOS

- Built an operating AI system that connects company knowledge, AI agents, lead discovery, marketing content and everyday execution.
- Designed the product architecture and practical implementation model for approved clients that need supported adoption, not another disconnected AI tool.
- Turned AI automation into a structured business layer spanning research, content, lead generation and operational workflows.

Founder & Chief Executive / Product Lead | 2012-Present

Naicoms Ltd

- Built and led a technology company spanning digital health, business systems and complex product delivery.
- Set product direction across Medcare, LZD, TMS and Medcase from customer need and product design through implementation, positioning and delivery.
- Led work across software, hardware integration, sales, marketing, legal, healthcare partners and institutional stakeholders.

Strategic Account Manager | 2010-2012

BTC JSC (Bulgarian Telecom)

- Managed strategic B2B relationships, commercial agreements and coordination around complex customer and service requirements.
- Built the negotiation, stakeholder and cross-team problem-solving discipline later applied to healthcare partners, institutions and complex deployments.

SELECTED EVIDENCE

- FOPOS: practical AI operating layer for knowledge, research, content, lead generation and operational workflows.
- TMS and Medcase: 50+ telemedicine stations and around 30 mobile kits produced or operating in Bulgaria.
- Medcare and LZD: telemedicine, patient data and connected-device workflows in a high-trust domain.
- Co-organizer and lead mentor for Best Youth Startup Bulgaria, 2024-2026; Teenovator mentor across four seasons.
- Innovative Enterprise of the Year 2019 - Social Innovation; Forbes Business Awards 2020 finalist; first beamUp lab cohort.

EARLIER EXPERIENCE

The earlier career path connects entrepreneurship, infrastructure, customer support, consultative sales and disciplined operations. These roles explain the practical technical and commercial foundation behind the later product work.

Sales Manager | Within 2001-2010

Kreator Ltd

- Developed sales-management discipline around customer conversations, opportunity pipelines, team focus and converting interest into real business.
- Learned to treat technology as a proposition that must be explained, sold, implemented and defended in front of a real customer.

Sales Consultant | Within 2001-2010

Grafika MC

- Worked between product capability, customer need and a concrete solution, building a consultative approach to discovery and recommendation.

Support Engineer | Within 2001-2010

Internet service providers

- Diagnosed infrastructure incidents and real user problems under pressure, developing a systematic approach to dependencies, root causes and durable resolution.

System Administrator | Within 2001-2010

Financial Supervision Commission & Lady Sofia JSC

- Supported systems in formal organisational environments, with responsibility for stability, access, continuity, security awareness and calm incident response.

Cabin Crew | Within 2001-2010

Bulgarian Air Charter

- Worked within safety procedures and a high-responsibility customer environment, strengthening adaptability, precise communication and composure under pressure.

Founder & Administrator | From 2001

G.L.O.W. Net

- Created and administered an early internet business and digital environment, taking responsibility for its technical operation and the people using it.

EDUCATION & DEVELOPMENT

- Computer Science studies - New Bulgarian University and Concord College University (2002-2003)
- NLP Trainer - NLP Academy Bulgaria
- Continuous hands-on development in AI agents, automation, product strategy and digital growth

LANGUAGES

Bulgarian - Native | English - Fluent | German - Basic/working knowledge | Russian - Reading proficiency