

## **Aleksandar Pop Ristov**

### **Managing Partner at InterWorks**

Entrepreneur with over 35 years presence in the software industry, and more than 25 years proven experience in management, leadership, sales, consultancy and recruitment. Visioning to create innovative software solutions that will influence the world.

Founder and Managing partner of InterWorks, IT outsourcing company delivering a full spectrum of software development and support services. InterWorks' focus is on understanding Client's needs and delivering solutions that will exceed their expectations as well as providing sustainable professional environment for its employees. InterWorks' industry domain is focused on the Telecom, Healthcare, Banking, Agriculture and Energy sectors, in addition to the collaborative EU scientific projects and several GA high-tech projects and software solutions.

Managing InterWorks involves making strategic decisions, negotiating with clients, representing the company on conferences/events, making decisions regarding Sales & Marketing, Finance & Legal, nurture client relationships etc. It also includes the responsibility to make sure company's goals are being achieved, monitor employees and their everyday activities, work on improving the internal business processes and make sure they are in line with the Company Vision, Mission and Policy and the Quality standards embedded in the everyday work of the Company.