



Europass Curriculum Vitae

Personal Information

First name/Surname	Denitza Dimitrova
Address	Flat 4, "Coniston Court", St. Elias Str, St. Julians, MALTA
Mobile	+356 99408536
E-mail	Denitza@ddconsultus.com
Nationality	Maltese
Date of birth	12.08.1980
Gender	Female

Work Experience

	Dates
Occupation and Position	<i>December 2013 – present</i> Managing Partner DD Consultus Limited

	Dates
Occupation or position held	<i>February 2010 – December 2013</i> Legal and Compliance Consultant

- Acquiring Remote Gaming Licences for international gaming clients and compliance with the applicable Licence's conditions imposed by the Lotteries and Gaming Authority thereinunder.
- Establishing company policies and procedures, including but not limited to, compliance with local and international corporate and gaming laws and regulations.
- Drafting all legal and technical documentation on behalf of the applicant company for Remote Gaming Licence.
- Monitoring and keeping up to date with regulatory changes in Malta, other gaming jurisdictions, as well as, newly regulated jurisdictions.
- Introduction to other i-Gaming jurisdictions, and assistance in acquiring Gaming Licences in those jurisdictions.
- Drafting and revising gaming, corporate, technical and other contracts.
- Assisting in System and Compliance Audits;

- Acting as Director and Key Official and being a point of contact between the gaming company and the Lotteries and Gaming Authority and/or any government institution.
- Preparation of Business Plans.
- Assisting companies with payment gateways, Certification Labs and datacentre facilities.
- Regulatory compliance and contract drafting for the collaboration of our clients with their Affiliate partners.
- Identifying software and platform providers, as well as, negotiating the integration of the same.
- Advising clients of new products available on the market and how such products can improve their gaming operation.
- Corporate, Commercial and Financial compliance of the Maltese registered companies.
- Promotion through writing articles relating to proposed or approved remote gaming, as well as, land based regulations in the different jurisdictions and ECJ decisions, new gaming products, promotion of Malta as the hub of i-Gaming and organising and participating in gaming exhibitions.
- Managing and directing the compliance department.

- Managing all departments of the company.
- Acting as a Key Official of the licensed remote gaming operators in Malta.
- Acting as a Director on the licensee's corporate vehicle that is registered in Malta.
- Acting as Company Secretary to the licensee's corporate vehicle that is registered in Malta.
- Acting as a guardian to the companies and thereby attending to all compliance issues with the Lotteries and Gaming Authority of Malta, MFSA and the Executive Police.
- Drafting and/or revising contracts with third parties and service providers.
- Reviewing projects, business development and compliance with the Prevention of Money Laundering Act and Data Protection Act.
- Tendering legal advice and consultancy relative to all matters concerning the operation and business development of the company. This shall include:
 - ✚ Lead on strategic developments and projects of the Licensees, building effective relationships with relevant target audiences, partners and stakeholders, together with identifying new opportunities and strategies;

- ✦ Preparation of Business Plans and AML policies and procedures;
- ✦ Tax consultancy and Budget Planning;
- ✦ Compliance with Data Protection;
- ✦ Marketing Planning and Media Buying;
- ✦ Monitoring annual rate of return;
- ✦ Organisation of marketing campaigns, conferences, seminars and the like whenever required;
- ✦ Profile of target markets - identifying the right markets for the clients remote gaming operation;
- ✦ Advice and introductions to payment gateways and financial institutions;
- ✦ Due Diligence;
- ✦ Advise on Server and Corporate locations;
- ✦ Liaison with Financial, Taxation and Gaming Authority;
- ✦ Testing and Certification of Software and Hardware;
- ✦ Auditing of Control Systems;
- ✦ Mergers and Acquisition.
- ✦ Research;
- ✦ Tailor Made Presentations;
- ✦ Latest Developments.

- Provide Back Office Management and the full range of ancillary services related thereto.
- Incorporating companies in Malta and setting up trusts for local and foreign clients.
- Organising and participating in all International Gaming Exhibitions, Seminars and Conferences.
- Act as counsel in any court proceedings or arbitration proceedings that are instituted by or against the licensee/company in Malta.

Name and Address of Employer

Cybergaming Consultants, 8, Villa Seminia, Temi Zammit Avenue, Ta' Xbiex MALTA
iGaming Consultants, "Sunshine", Olive Str., The Garden, St. Julians, MALTA (major shareholder in the company)

Dates *June 2003 – September 2009*
 Occupation or position held ***Manager Legal and Enforcement***

- Managing the Legal department of the Lotteries and Gaming Authority.
- Issuing Remote Gaming Licences for some of the leading operators in the industry, as well as, smaller and start up operations.
- Ensuring compliance of Licencees and applicants of the following:
 - ✦ Business Plan;

- ✦ Company Policies and Procedures;
 - ✦ Rules and Regulations of the Games;
 - ✦ RNG (if applicable);
 - ✦ Specification of the Gaming System;
 - ✦ Player Terms and Conditions;
 - ✦ Anti-Money Laundering procedures,
 - ✦ Due Diligence;
 - ✦ Complaints.
- Renewal of Remote Gaming Licences prior to their expiry;
 - Cancellation or suspension of Remote Gaming Licences;
 - Issue of Administrative Fines to Licensees;
 - Review of requests for changes in games or other licence parameters/conditions from Licensees;
 - Monitor post licensing conditions in terms of the Lotteries and Other Games Act 2001 and Regulations implemented thereunder;
 - Liaison with government departments/organisations or Authorities or the executive Police or non-governmental organizations;
 - Reviewing and drafting contracts for server providers/Licensees;
 - Weekly reporting of the effectiveness and performance of Licensees and employees;
 - Negotiation of deals with media and third partners;
 - Organising of stands for international gaming exhibitions (ICE, EiG, GIGSE and G2E).

Name and Address *Lotteries and Gaming Authority, Malta 'La Concorde' Abate Rigord*
Employer *Street, Ta' Xbiex 1121, MALTA*

South-East University **Masters of Law**
Bulgaria

Education and Training

Dates *2004 – 2006*
Title of qualification awarded ***Magister Juris in European and Comparative Law***

Name and type of organisation ***University of Malta (Malta)***
providing education and training

Dates *2003 – 2005*
Title of qualification awarded ***LL.M. Degree in Commercial and Corporate Law***

Name and type of organisation ***University of London (UK)***
providing education and training

Other Qualifications

Course Foundation Course

Name and type of organisation *University of Malta*
providing education and training

Course Supervisory Management

Name and type of organisation *(MISCO), Malta*
providing education and training

Course Customer Care

Name and type of organisation *(MISCO), Malta*
providing education and training

Course Responsible Gaming

Name and type of organisation *Accor Casinos France*
providing education and training

Course Anti-Money Laundering

Name and type of organisation *NBSD, USA*
providing education and training

FIAU, MALTA

LEAD TRAINING SERVICES, MALTA

Personal skills and Competences

Languages – English (fluent), Bulgarian (fluent), Russian (fluent) and Italian (intermediate).

Managerial and Other Skills

- Proven competence in planning, monitoring and forecasting budgets, managing expenditure to target and taking accountability for managing financial risk.
- Advising, instructing and consulting gaming companies in the process of their operation.
- Excellent people management skills acquired throughout managing the Legal Department of the LGA and all departments of Cybergaming Consultants and EMD.
- Team Work, Mediating Skills, Intercultural Skills, Relationship Building for Influence.
- Professional confidence and Self-Awareness.
- Leadership and self-motivation.

Negotiation and Project Management Skills

- Exceptional Negotiation Skills proven by negotiated and finalised contracts and business deals with partners, stakeholders and third parties.
- Working on team projects, which have developed negotiation and persuasion skills.
- Business Development and decision-making skills acquired throughout the development of the growth of the Malta licenced remote gaming operators and the LGA.
- Excellent communication skills gained throughout giving presentations at seminars and board meetings, issuing clear and concise instructions to employees, chairing meetings

and dealing with clients tactfully and diplomatically, representing the Lotteries and Gaming Authority of Malta in gaming exhibitions, conferences and gaming seminars.

Organisational skills

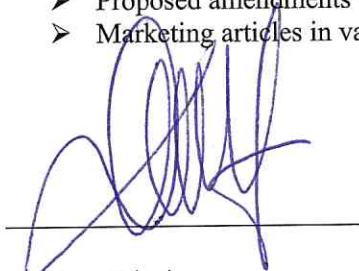
- Budget and expenditure planning.
- Online and offline media planning.
- Organising Conferences and Seminars.
- Organising stands for gaming exhibitions, locally and abroad.
- Experience in working within a team-based culture involved planning, organisation, co-ordination and commitment.
- Organising Staff Meetings and Team Building.

Computer Skills and Competences - Computer Literate (University of Malta)

Driving Licence - International Driving Licence, Category B

Additional Information – Publications

- Proposed Services Directive – Cope Principles.
- Articles about gaming and the gaming industry in local and international magazines.
- Proposed amendments to the Remote Gaming Regulations in Bulgaria.
- Proposed amendments to the Remote Gaming Regulations in Romania.
- Marketing articles in various international magazines.



Denitza Dimitrova

15th July 2025