

- ▶ Extensive experience in Pre-Sales, Technical account & Project management including fostering and strengthening B2B customer relations alongside representing company needs.
- ▶ Broad business-technological perspective with management skills of time management, delegation, risks, excellent interpersonal skills, committed and dedicated, skilled in handling multiple tasks in a dynamic environment, ability to professionally integrate and evolve with critical thinking.
- ▶ High capacity of research, fact-checking, and accurate data gathering to provide a full professional and engineering solutions. Looking for Business Development Manager, Sales Eng., Technical Account Manager roles.

Professional Experience:

2021- present **TECHNICAL SALES SPECIALIST | Intel**

- Solving Cloud & on-Prem memory & storage & cyber related technical issues focus on memory & storage for end user customers, ISVs, OEMs, and partners to adopt Optane technology products in verticals such as: IMDB, HCI, SDS on AWS\GCP, HPC & Cloud Security.
- Working closely with internal and partner sales teams to lead customers RFI\RFP - to manage proposal response team and solution tailoring.
- Identifying and cultivating new partnerships and working with Business Unit and Product Sales Specialists to enable new solutions within the broader ecosystem, including training external and partner sales team and driving business for 3rd part Optane based solutions.
- Partner with the different teams - focusing on top technology partners & alliance such as: GCP, HPE, DELL, AWS, Lenovo, VMware, WWT to validate effectiveness of joint strategy and sales enablement.
- Collect and formulate the learning and patterns of memory & storage massive deployments to impact product strategy and direction.
- Communicating strategy and roadmaps end user customers, ISVs, OEMs, and partners.
- Exceptional track record of targeting and closing deals with small to medium enterprise customers.

2015-2020

Product Technologist. OEM Solutions Division | DELL EMC

- Technical Account (post sales) & Program Management including ongoing work with company customers, characterizing needs, designed, presented professional presentation regarding company products, providing customers with training, support, and consultation, including non-technical audience.
- Formulating business and customer Road Maps, defined strategies, work methods and plans, creating, improving, and streamlining processes, acted as a trusted advisor on all technological aspects.
- Provided professional guidance regarding Industry Best Practices, fostering and strengthening customers relations, providing solutions to complex problems with an emphasis customer satisfaction and success.
- Collaborating closely with multidisciplinary professionals and teams, including Sales Engineers, Account Executives, stakeholders, Solution Architects and Product Engineers, Software Development Teams - representing customer needs alongside providing technical instruction to comply with requirements.
- Conducting negotiations with existing customers (Post Sales), evaluating customer needs and adapting proper solutions.
- Presenting customers with alternatives to meet and comply with requirements, providing in-depth technological instruction to customers alongside providing guidance in business decision-making.
 - ✓ **Representing Check Point's needs and requirements during a large-scale project in the Cyber field.**
 - ✓ **Recipient of Award for Excellence 2017.**
 - ✓ **Recipient of Organizational awards for excellence in performance: Acquisition of the Year 2017 & 2018.**

2009-2014

Integration Eng. | Logic Ind.

- Create interactions between sub- systems, product issues and re-solve high-technical issues for major's strategic customers in the field of homeland security.
- Security Rack's design and troubleshooting (including Networking, Video detection, video encoding systems, LPR, CCTV, cisco switches).

Skills:

Linux | AWS (EKS & security) | K8S | HELM | OpenShift | IMDB (Redis) | Github (Codespaces) | HCI (VMware) | Storage & SDS | Security | GCP | Python | HPC (DAOS) | Infrastructure | Hascirop Vault

Education:

2023 **Civil Multirotor license** up to 2t
2018 **Solutions Architect – Associate**, AWS
2017 **Cyber Management Course**, the Technion on behalf of Dell
2013-2015 **MBA in Business Administration, specializing in Marketing**, Interdisciplinary Center Herzliya IDC
2005-2009 **BSc in Electronic Engineering, specializing in DSP**, Afeka Academic College of Engineering

Military Service: Operations Sargent, UAV Unit (Zik) Honorable Discharge rank: Staff Sergeant (2000-2003)

Languages: Hebrew – Mother Tongue | English – Mother Tongue Level | Foreign Passport: European