

I'm ready for an interesting and challenging position involves with Technology Innovation, Sales & Delivery management. In my briefcase a significant experience of Technical solutions Delivery, Project management skills with maturity of customer facing capabilities that are motivated by Business & Sales orientation. Over 20 years of Technological proficiency alongside a business approach, leading to success and achievements.

Education

- B.A. Business Administration (Marketing) - Magna cum Laude – Ruppin Academic Center, 2010.
- Practical Industrial Engineering, Associate Degree (Information Systems) - Magna cum Laude Tel Aviv University Engineering School, 1998.

Professional Experience

2018 - 2019, **Compie Technologies - VP Customer care & Business Development**

- Management of the entire customer relations: sales, projects & professional services (P&L B.U).
- Defining a services policy, work procedures and business processes according it. Definition of KPI's suite to achieve SLA.

2017 - 2018, **Oracle Israel - Business Development & Delivery Manager**

- Promote the Cloud-based services line (IaaS-PaaS-SaaS).
- Sales (farming) of Consultants & professional services.
- Customer facing - Management and control of delivery processes with customers.
- Establishing a pool of business partners, creating partnerships with suppliers and subcontractors.

2007 - 2016, **Malam Team**

Malam System, Organizational PMO - Company Management Headquarters

- Management of business opportunities and monitoring of tender response processes.
- Management and monitoring of delivery processes in SW development projects.
- Project managers coaching and training.
- Operational management - leadership of cross organization processes.

Netcom Malam Team, Senior IT Project Manager

- Customer Facing - Management of large scale projects for the Ministry of Defence (MOD) sector, from steering to integration. (Tender response, negotiation and contractual engagements, SOW definition, delivery processes according milestones, cash flow & Risk Management).
- Technological and operational management of a cluster of projects – in areas of Cyber Security, Network & Enterprise IT management.
- Business leveraging of deployment projects. Up sale of continues services & next step projects roadmap.

- Serving as the customer trusted advisor and identifying needs and business opportunities on site.
- Management of Pre-Sale and Up-Sale processes as the technological authority for the customer.
- Sales (farming) of Consultants & professional services.
- Supervision and monitoring the Business Partners and sub-contractors Project Managers through the delivery processes.

2004 - 2005, **Sensecom Consulting - Sales Executive & principle Consultant**

- Leading Analysis and Design organizations work processes vis a vis customer's Senior Management.
- Preparation of RFI/RFP's and grading of proposals, negotiating with vendors and integrators, defining customers' requirements and SOW.
- Sales of out sourcing Professional consulting for leading Israeli companies charged with establishing call centers solutions.

1999 - 2003, **Taldor Contact Center - CTO**

- Establishing the technological layout of Contact Center performance.
- Management of MIS and Telecom Department (cost center) - Multi-disciplinary technology teams.

Skills & Technologies Specialties

- Over 20 years of Service management, Sales (farming) & Project Management experience. Leading of high budget projects from steering to final delivery by KPIs. Ensuring the alignment between IT technologies and business processes to achieve better efficiency.
- Conducting of Bid and tender processes through Business Development of customer relations.
- Program management of high value clients. Manage integration processes & sub-contractors.
- Vast experience in technological and business management in areas of IT Infrastructure/Cloud services, Data Centers, SW Development & Digital platforms, IOT & HLS, BIG-DATA & BI, Cyber Security, enterprise Management Systems - ERP / CRM and Contact Center Systems.
- Multi-disciplinary: Technological proficiency alongside a business approach, leadership of business processes and implementation capabilities.

Languages

Hebrew – Mother Tongue

English – High Level

Military Service

Personnel Administration Officer, Reserve Duty - Major