

Account Manager with 4+ years of experience. Key expertise areas include Software, Advertising, Negotiations, Strategy, Project/Account Management, Budget management. Successful track record of developing relationships and sales B2B. Ability to manage multi-tasks, produce and prioritize effectively.

### Employment History

- "Storrssoft" Software company, **Account Manager** 2022-present
- Builds & develops enduring customer relationships for 4 Storrssoft's clients. Identify business needs, and help to successfully deploy and adopt Storrssoft's offerings.
  - Maintain strong collaboration and partnership with various internal and external stakeholders, to ensure the customer receives a meaningful experience in the organization.
  - Lead the sales process and Identify opportunities. Negotiate & enable close communication with the customer, gain customer's trust, build customized offer to address customer's needs and to secure profitable contracts (including up-sales/cross-sales).
  - Tracking execution and fulfillment of contractual commitments to ensure CSAT and close the loop with our customer on any issue or concern.
- "LevOhev" Association, **Project Manager** 2021-2022
- Led the project, resolved and addressed complexities & unexpected changes, on a daily basis. Dealt with administrative bureaucracy.
  - Maintained strong collaboration and partnership with local municipality authorities, business sectors, volunteers and other partners.
  - Planned and executed yearly work. Defined problems and developed workable solutions in various dimensions such as budget, employee management ,advertising & marketing, volunteering events and allocated suppliers. Tracked execution and progress.
  - Initiated new partnerships and allocated new resources.
- "McCann" Advertising Agency, **Account Manager** 2018-2020
- Managed and led varied customer advertising campaigns during all stages strategy, execution, distribution and advertising. Produce commercial deliverables and communications via multiple media channels.
  - Managed obstacles in a dynamic and stressful work environment and prioritized effectively according to the frequent changes of customer requirements.
  - Planned & produced events and filming / production days. Leveraged my strong interpersonal skills during clients and coworkers engagements, and my ability to see the bigger picture.

### Education

- Yesod Program** 2020  
Leadership program. Training includes studies, seminars, workshops, and tours focusing on key social issues in Israel.
- BA in Business Management and Communication**, Open University of Israel. 2015-2018  
Certificate of excellence

### Military Service

- Israel Defense Forces, Police Corps (Sergeant) 2010-2012  
Military service instructor, lead the team that represents the police corps. Owned presentation and introduction, PR spokespersons and public relations.

### Languages

Hebrew (Native) & English

### More

Specialized in all office software including Excel, CRM ,MIRO ,ASANA, SAP and an in-depth familiarity with the online world. Experience in operating social networks.