


Tomer Niv

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Summary

I'm a multi-functional business development manager - initiation of new products and services based on strategic and competitive analysis, long-term commercial partnerships from negotiation to execution, work with cross-company teams to execute projects, understand global regulation, go-to-market strategies and sales online and offline.

Experience

Business Development Manager, Crypto

eToro

Mar 2019 - Present (2 years 2 months +)

I decided to join eToro with one purpose - to be part of the company's vision of connecting the blockchain world with the traditional financial world, and I can say it was a professional leap for me in every way. I'm the business owner of eToroX, eToro's professional crypto exchange, and leading business development for eToro's Crypto strategy. I'm dealing with listing processes, custodians, market making, algo trading, banks, asset tokenization, marketing, sales and product features.

Chief Growth Officer

Bits of Gold

Oct 2017 - Mar 2019 (1 year 6 months)

While we exponentially grew from 6 people to the largest financial services provider of Crypto in Israel during the Bitcoin bull run of 2017, I had the privilege to build from scratch and manage the business development, marketing and sales departments of the company.

Business Development Manager

Gideon Fisher & Co, Law Office

Jan 2017 - Sep 2017 (9 months)

This was my first official job with the title Biz Dev Manager. Business development in a law firm is more of a combination of marketing and sales, and less product management. I managed the marketing channels, PR, events, website and branding, and built the roadmap for the VIP clients segment.

Head Of Training Development

National Union of Israeli Students

Dec 2014 - Aug 2015 (9 months)

Basically I used all the knowledge I got from my previous role in the Student Union and applied it on a national level in academic institutions across Israel. I drove a lot and got to exotic places, where I trained Student Unions' management teams and provided them with legal, organizational and financial tools necessary to run their organizations successfully.



CEO of the Student Union

IDC Herzliya

May 2013 - May 2014 (1 year 1 month)

Managing 150 student volunteers can be more challenging than managing 1,500 employees. During my Bachelor's degree I decided to join the Student Union in order to get free beer but also to design the organizational structure, plan the yearly budget and execute the roadmap for the Student Union's cultural and academic operations and events in and out of the campus.



Executive Assistant to the Head of Planning Division (AGAT)

Israel Defense Forces

Aug 2009 - Dec 2010 (1 year 5 months)

I was 22 years old officer with 4 medals of excellence when someone decided that I should participate in planning and monitoring top secret projects budgeted for billions of dollars. AGAT is the central nerve system of the Israeli Defense Forces, responsible for strategic planning, organization and building of Israel's military forces. And the best school I could ever ask for project management.

Education



IDC Herzliya

Master of Laws (LL.M.), Business Law

2017 - 2019



University of Düsseldorf

Summer School, European Law

2017 - 2017



IDC Herzliya

Bachelor of Business Administration (B.B.A.), Marketing

2011 - 2015



IDC Herzliya

Bachelor of Laws (LL.B.), Law

2011 - 2015

Licenses & Certifications



Directors Diploma - המרכז הישראלי לניהול - Hamil / המ"ל



Third Sector Senior Managers Diploma - BDO Israel




Advocat - Israel Bar Association


78320


Skills


Entrepreneurship • Project Management • Leadership • Research • Business Strategy • Social Media
• Business Development • Marketing • Strategic Planning • Data Analysis

Honors & Awards

 **Exceptional Officer (Planning Department)** - Head of the Planning Department (General)
May 2010
Due to my donation to the planning processes of projects and annual work plans of IDF.

 **President's Medal of Excellence** - Shimon Peres, 9th President of Israel
May 2009
Due to my donation to the training of the fighting brigades in Operation Cast Lead.

 **Exceptional Officer (Artillery Corps)** - Head of the Artillery Corps (General)
May 2008
Due to my donation of implementing innovative battle tactics of urban warfare.

 **Exceptional Officer (Gaza Brigade)** - Brigade Commander (Colonel)
May 2008
Due to my donation to the Special Ops in Gaza Strip.