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# TOMER RAZIEL

Field Management in Medicine | VP  
of Operations and Procurement

## PROFILE

An ambitious Operations Manager, expert in managing and leading complex processes in an optimal manner. Has an analytical eye, with a deep understanding of the medical and financial content worlds. Professional at building strategic plans while seeing both the macro and micro level. Passion to work in a dynamic and diverse environment, to promote new processes while increasing profitability and saving time.

## EDUCATION

### B.A. in Business Administration |

Academic Center for Law and Business

- Participated in a special program for conducting trade and business in China, including flying to China and meeting with students and business executives.

**Academic Retraining (3 years and state exams) – Certified Nurse |** Shaare Zedek Medical Center

Internship in the Department of General Surgery

**Professional Courses:** Certified Economist and Analyst | Ramat Gan College

## Software and technologies

MS Office | BI-QlikView | ERP- Priority SPSS | SQL

## Languages

**Hebrew:** Mother tongue

**English:** Fluent

**Russian:** Mother tongue level

## EXPERIENCE

### The Field of Medicine, Certified Nurse and Retraining Studies | Shaare Zedek Medical Center and Assuta Hospital | 2019-2021

- Nurse throughout various wards of the hospital including the emergency ward, NICU, women's health, and others.
- Deep understanding of the medical field and various methodologies.
- Working closely and in collaboration with senior physicians, and making medical diagnoses and decipherings.
- Creating a balance between the doctor's recommendations and treatment methods and the patient receiving them.
- Initiating and leading change processes in routine work methodologies which were adopted by the hospital, leading to increased medical effectiveness.
- Creating a connection between patients and a deep understanding of advanced medical methodologies and practices.
- Managing, leading and streamlining work processes while identifying challenges and gaps and implementing innovative working methods.
- Matrix management of processes with internal and external organizational factors.

### Customer Portfolio Management | Menora Mivtachim | 2015-2018

- Managed diverse customer portfolios, understood changing needs and created a fit between their needs and the company's products.
- Performed complex analyses and calculations.
- Analyzed reports and performed analyses to calculate customers' product value.

### Manager of Operations and Security Teams | El Salvador Embassy (North America) | 2012-2015

- Management, leadership and professional roadmapping for multidisciplinary teams, and process management with entities abroad.
- Built a quarterly and annual work plan to meet complex security standards.
- Worked with security and government officials from around the world.
- Built conferences and events at the global level.
- Found suppliers and negotiated for the most suitable and high-quality products.
- Dealt with complex security systems and coordinated between them.