

# Daniel Elya

Throughout 10 years of experience, I have worked in the fields of Market Research, Geopolitics, Risk Analysis, Data Analytics, Strategy and Partnerships, and Project Management in Cyber and Political Risk. I seek a mid-senior position with a core data analytics and research analysis element.

## EXPERIENCE

### ActiveFence Tel Aviv — *Project Manager*

2021 - 2022

Served as a cross-organizational Project Manager for a leading AI startup in the Trust and Safety industry serving Fortune 50 firms and Governments.

- **Data Partnerships Project Management:** Supervised whole vendor scouting chain: Market research, vendor outreach, proof of concepts, pricing negotiation, legal coordination, and integration including tool training and deployment. **Closed deals of \$100,000 with WEBINT data vendors, and increased collection capabilities and conversion rate for all departments. Under my initiation, a data vendor signed a strategic partnership.**

- **Market Research of Abuse Area Ecosystems** including Child Safety, Hate Speech, and WEBINT collection. **Delivered research findings to the Director of Partnerships and management.**

- **Regional Project Manager:** Focal point for regional expansion and support. **Managed joint outsourcing projects for international teams, and monitored operations data research and analysis on a large team in India.** Defined workflows and operational infra for India-Israel teams. Managed a matrix of 20 points of contact, and the creation of analyst and team-level performance dashboards. Developed metric performance dashboards for management using Tableau and Google Data Studio and defined data-driven quarterly KPIs. **Increased Israel-India work efficiency.**

### Eurasia Group New York, Remote — *Independent Researcher*

2020 - 2021

Analyzed diverse macro-geopolitical trends in the climax of the COVID-19 pandemic for the world's leading Political Risk and Forecasting company. Tracked COVID-19 Health Policies in Europe and Oceania; IT and Cyber Regulation Policies, and Technological Foreign Investments in MENA and EU. Mapped Israeli politics, Israel-Iran tensions, and U.S-China Decoupling. Assessed Risks for a kickoff Financial and Professional Services team. **Research and deliverables were praised for their quality. They were submitted to Fortune 50 firms, Financial Institutions, Big Tech, Energy, major conglomerates, and the US Government.**

### Institute for National Security Studies Tel Aviv — *Political and Economic Analyst*

2017 - 2018

Worked as an analyst focusing on Chinese foreign policy's economic and security concerns. Huawei company profiling before U.S sanctions; Investment regulations for the Israeli government; Chinese state-owned enterprises strategies for acquiring and investing in foreign companies, including technology and aviation; The Belt and Road Initiative and its influence on Israel; Chinese control of arable land and pastures in Africa, Australia, and Eastern Europe. **Deliverables were used by leading think tank researchers and were supplied to the Israeli Government.**

### Check Point Software Technologies Ltd. Tel Aviv — *Order Management Coordinator, Sales Operations, Finance*

2012 - 2014

Influenced organizational changes and reforms in working methods, wrote the team handbook, and defined guidelines. Managed coordination of shipments and sales of cybersecurity hardware and software with SAP and Salesforce systems. Experienced in instructing employees on responsibilities and software training within a major cybersecurity company. **Proven leadership and teamwork with high inputs, Awarded as best employee of the Sales Operations Department in 2013.**

23 Dubnov St., Tel Aviv

(972) 058-787-7331

[danieleya@outlook.co.il](mailto:danieleya@outlook.co.il)

[Linkedin](#)

## SKILLS

Google Data Studio

Monday.com

Miro

Microsoft SQL Server

Power BI

Photoshop+Lightroom

SAP

Salesforce

SQL

Tableau

## AWARDS/Fellowships

Laureate, David Gritz Scholarship,  
Sciences Po Paris

Best Employee - Sales Operations, Check  
Point Software Technologies

Brigadier General Certificate of Excellence  
- Combatant Level Israeli Air Force

Member - Alpha Epsilon Pi

## LANGUAGES

English (Native)

Hebrew (Native)

French (Intermediate)

Chinese (B1 Level)

## EDUCATION

### **Technion – Israel Institute of Technology— *Certified Business Intelligence Developer***

2023 - Present

Certification Program: T-SQL Programming, Advanced SQL Querying, Data Warehouse, ETL Concepts and Techniques, SSIS Microsoft Data Analysis with Python  
Data visualization and dashboard design and development with Power BI, Tableau

### **Sciences Po Paris School of International Affairs — *M.A International Affairs***

2018 - 2021

Graduate from a highly selective and internationally diverse **Master's program ranked 2nd worldwide for International Studies.**

Notable research – Foreign Investments and National Security, Nuclear deterrence, Ethics of Intelligence, International Cooperation in Cybersecurity. **GPA Grade: 3.7**

**Former Interim President of the Sciences Po Cyber Security Association, and Co-Founder of the Association for Political Risk Analysis**

### **The Hebrew University of Jerusalem — *B.A International Relations***

2014 - 2018

International Relations Major – Areas of emphasis include: Political Economy, International Law, Political Science, IR Theory

Seminar Paper: **Cooperative Security Regimes in Cyberspace; Grade: 90**

Asian Studies Minor – Areas of emphasis include: **Chinese History, Culture, and Language**

Seminar Paper: **The Chinese Education System and the Uighur Minority; Grade: 90**

**Former Member of the Student Movement for Quality Government**

### **Military Service, IDF — *Air Defense Network, Israeli Air Force***

2007-2010

Combatant First Sergeant, Interceptor and Assistant G-3

**Served in the first Establishment of the Iron Dome Air Defense System as interceptor and instructor during final testing stages. Certified by defense firms ELTA Systems and Rafael Advanced Defense Systems.**

**Took part in defining critical operative methodologies and system deployment routes during the initial operational deployments around the Gaza Strip.**

**FIM-92 Stinger operator and communications sergeant with distinction. Attended NCO Course.**

**Awarded a Brig Gen. Certificate from Brig Gen. (Ret.) Doron Gavish for Highest Score in Annual Exams among all Stinger operators.**