* Strong business, Team managerial and technical skills.
* High ability to Create interpersonal communication at the local and international level, with extensive experience in assimilating complex projects with leading communications providers.
* Motivating teams of employees with motivation to meet targets, leading designated and multi-disciplinary local and global teams
* Proven experience in leading complex projects and processes. Achieving budgetary and operational goals, and improving customer satisfaction goals.

**Work Experience:**

2019 – Today: **Project Manager (ECI)**

* Responsible on Israeli MoD Customers.
* Working with existing communications vendors.
* Customers Management at various rank levels.
* Overall responsibility for profit, recognition of income and cash flow and the ability to identify failure points.
* New technologies projects implementation.

2010 – 2018: **Customers Operations Leader (GENBAND)**

* High Revenue Recognition According projects success with new communication vendors
* High recognition of revenues from new communications operators through global distribution channels - assimilation and transfer of processes with distributors.
* Working with existing communications operators and sales channels in Israel and abroad - including customers in EMEA, in challenging and competitive markets.
* Comprehensive management with customers at various levels, including engineering, procurement, operations and management decision-makers while maintaining profitability and feasibility of the projects.
* Program Management includes initiation, planning and establishment of a project management team with a budget over ten millions dollars.
* Overall responsibility for pricing, orders, profit, recognition of income and cash flow and the ability to identify failure points.
* Operational management of local customers in Israel, global sales channels and suppliers, while adhering to the Company's business objectives:
	+ - Handling revenue, profits and company cash flow at a critical time of its integration with Nortel CVAS.
		- Leveraging business processes and successes in the Israeli market into a diverse and multi-cultural international market.
		- Writing supervising of contact documents with customers such as: project documents, maintenance contracts, Scope of Work, Work breakdown structures, critical path analysis and MS Project.

2006-2010: **Project Manager (Nortel)**

* Project management (P&L) with an annual sales budget up to 20M$.
* Implementation of technology projects.
* Planning, presentation and approval of projects with Nortel management in NA and Europe.
* Leading the business activities of network communications projects to operators.
* Managing and leading diverse and multidisciplinary teams - application engineers, logistics, support engineers, development and integration - in the US, Europe and Israel - while achieving business goals and objectives.
* Responsibility for business operations with customers after projects closure during the warranty and maintenance period, including subcontractors management.
* Managing and responding to multi-million dollar tenders.
* Project management according PMBOK methodology.

2005-2006: **Technical Account Manager (Nortel)**

* Managing crises with customers and performing the necessary activities until they are resolved.
* Enforcing processes in the various internal departments in order to ensure that the activities are implemented as a result of the Company's overall strategy.
* Monitoring and increasing customer satisfaction in projects and maintenance period as part of customer retention.
* Supporting sub-project complex activities to achieve overall project success.

**Education**:

2009 Today Project Management Professional (PMP)

2003-2005 Master of Business Administration (MBA) with distinction, Academic Studies Center, Or Yehuda.

2001-2003 Business Administration (BA) Academic Studies Center, Or Yehuda.

1994-1996 Electronics Practical engineering, School of Practical Engineering, Tel Aviv University, Ramat Aviv.

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**Language**:

Hebrew - Mother tongue, English - Excellent