

Jonathan Dinaburg

Passionate about people and technology, experienced in all phases of the sales process from lead-gen to qualification to closing. I have proven track record of managing wide variety of domestic and international customers, providing customer tailored solutions. Excellent problem solver, I perform well in a fast-paced environment including Sales, Customer management & Operations. Wide experience in Customer facing roles delivering complex projects on time, budget and quality.

Kfar-Sava | +972-544-553388 | jonathan7d@gmail.com |

Work Experience

Yael Integrated Solutions - Account manager

2017 - 2020

Experienced account and sales manager, accountable for the entire sales cycle from prospecting to deal. Managing multiple global and domestic accounts, in parallel through market research I identify new opportunities and match tailor made solutions for ad-hoc deals. I bring significant experience in cloud solutions supply chain management and delivery.

2018-2019 - Increased YoY sales growth going from 1.5M to 2.65M (70%).

Nextrade LTD - Retention manager

2015 - 2017

Lead the retention department, supporting customers from around the globe making sure the team made monthly goals. As part of my day to day work I had ~20 retention representatives reporting to me, the team guided our customers and encouraged them to enlarge their investment portfolio.

Constant ~10%-15% monthly growth in 'Player lifetime value'.

Philip Morris International - Sales agent

2012 - 2015

Managed delivery line, working closely with retailers to increase revenue and achieve department goals. Was responsible for demand forecasting and payments collection from customers whom were part of the delivery area.

I received Philip Morris 'ABCD Award' - "As a result of my success and significant contribution to our company."

Psagot Investment house - Customer service

2009 - 2012

I supported customers in their inquiries about pensions and other financial tools.

Partner communications ltd - Technical support representative and team leader

2006 - 2009

Served as technical support representative, subsequently was promoted to a team leader position and assisted in creation of new service call center for partner, managing 15 representative.

Military Service 2005 - 2006 - Served in the Infantry at 'Haruv' unit, I was released due to an injury.

Education

See-Security College 02/2019 - 12/2019 - System Administrator and Introduction to Cyber Security course including the following subjects- MCSA, CCNA, CCSA, Python, Linux. A total of 280 academic hours and over 320 practical hours.

Skills

Technical -

- Linux - LE-1 certificate
- Python - PCEP certificate
- JAVA (Open university courses)
- Wide knowledge in network protocols, IT & Security
- Experienced working with priority
- Excellent Excel knowledge

Soft -

- Excellent customer facing skills
- Open minded and creative
- Great communicator and story teller
- Goal oriented and data driven
- Perceived as trusted advisor by customers and partners
- Naturally curious, active listener
- Strong and adaptable team player

Languages

Hebrew - Native, **English** - Full Professional Proficiency