

CV -Oren Daitch

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Place of birth: Argentina - Year of Immigration: 1982 Marital Status: Married +4

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Work Experience

2023

Barantech Ltd

40 years in the Piezoelectric Market, specializes in customizable HMI solutions. Manufactures advanced switching and control products.

Title:

Regional sales Manager – Europe & Latin America

Job description:

- * Conduct thorough research to identify new markets and understand competitive landscapes. Analyze market trends, economic conditions, and customer needs in various regions.

- * **Sales Strategy Development:** Develop and implement comprehensive sales plans to achieve revenue and growth targets. Set sales targets for different regions and manage sales performance against these targets.

- * **Relationship Management:** Establish and maintain relationships with key clients, distributors, and partners in international markets. Negotiate contracts and agreements with foreign partners. Coordinate with other departments such as marketing, logistics, and product development to ensure successful execution of sales strategies.

- * **Compliance and Risk Management:** Ensure compliance with international trade regulations, export laws, and company policies. Identify and mitigate risks associated with international sales operations.

- * **Sales Operations:** Oversee the sales process from lead generation to deal closure.

Monitor sales metrics, prepare sales forecasts, and report on sales performance.

- * **Customer Service and Support:** Provide post-sale support to international clients.

Address customer inquiries and resolve issues promptly to maintain customer satisfaction.

- * **Budget Management:** Manage budgets for international sales activities. Monitor expenses and ensure cost-effective operations.

2012-2022

Pima Ltd.

The company designs and manufacturers visual verification alarm systems.

Title:

International Sales Manager

Job description:

- * Business development and sales of the market

- * **Participation in International exhibitions to promote sales and building business models.**

- * Frequent travel to Europe / Latin America to support, to re-evaluate and build those markets were not exploited enough.

2010 -2012

Rosslare Systems Ltd.

The Company (600 Employees – offices in 5 countries - Own factory in China) is engaged in - access security control & Intrusion wireless devices.

Title:

Senior Sales Manager Spain, Portugal, Italy and Scandinavia.

Job description:

- * Creation and enforcing of markets in the target countries and saving new customers while building new strategies and Business models.

- * Participation in International exhibitions to promote sales and building business models. (Last one was in Milano two weeks ago)

- * Frequent travel to Europe to support, to re-evaluate and build those markets were not exploited enough.

- * For the last five months that I am part of the company, I already achieved to bring new customers and increasing the sales of these countries.

1986-2010 Electronics Line Ltd.

International High Tech company (with branches in Europe, USA and Latin America) specializes in designing, manufacturing, marketing and exporting to 60 countries in the world of interactive security systems that allow customers complete control over the house (including two way audio, operation and shutdown of home appliances) by mobile phone anywhere in the world.

Title:

Business Development Director Business Development Manager and Sales Director
South Europe + Latin America + Miami.

Job description:

- * Locating the establishment and management of markets and opening channels at all establishments Spanish-speaking countries (Latin America, Central America and Spain).
- * Detection and Management Service Providers, setting marketing strategy, building a forecast with customers.
- * Management of staff in each country monitoring of the market and ongoing developments with customers.
- * Establishment of two offices abroad that included detection, management and profitability parameters determining whether a business office location, recruitment of personnel, and support continuous management of these branches.
- * Build a marketing system, and monitoring of all orders, once the contract is signed to the payment.
- * Share building products to customer needs (OEM), both in terms of the nature of the product, type of product, advertising and marketing strategy. Also, planning and organization of exhibitions in relevant countries.
- * Marketing modeling adapted to any type of business opportunity.
- * Team manager of five workers - who treat the area above.

Study:

Bachelor's degree in psychotherapy Seminars for building and managing marketing strategies. Argentine equivalent to Andasai diploma in electronics.

Languages:

Hebrew, English and Spanish fluently.

Computer:

Office thoroughly