

Ian Sanders

Email me: sierraromeogit@gmail.com

LinkedIn: [Click here](#)

Call me: +972548084551

Address: Haroe 86, Ramat Gan

PROFESSIONAL EXPERIENCE

Clearshift – Business Development Manager (serving as CBO); Israel 2024

Clearshift is a cross-border payments platform. I was brought in to be the face of the company as well as preparing the company for its next stage of expansion. In my tenure I was able to:

Conduct a thorough analysis of Clearshift's current business operations using available data, enabling strategic insights to propel the company into its next stage of growth.

Defined Clearshift's next expansion stage through strategic rebranding documents.

Defined the company's ICPs and use cases for current and prospective clients. Developed a clear ABM strategy for targeted acquisition.

Attended multiple events while representing Clearshift as its Chief Business Officer.

Built a partnership funnel. Already closed first channel partner and had multiple others in the works.

Blue Cape - Co-Founder CEO; Israel 2020 – 2024

Founded Blue Cape in October 2020, Blue Cape generates highly accurate highly detailed real time and historical data on the risk from severe illnesses and provides these insights to the life and health insurance industry.

Built a team of world-renowned epidemiologists, Insurtech experts and data scientists. Received wide media coverage from multiple media sources, Geek time & McKinsey.

Led the entire software and scientific development process from the first line of code until a proven POC built in the US and validated by our scientific board.

Received official keen interest from large national organizations like the ICDC (Israeli center for disease control).

Negotiated and ran a successful POC with a large national carrier and proved our thesis in the life and health insurance market.

Gerald Group – Senior Security Consultant; Marampa, Sierra Leone 2017 - 2018

Helped run and manage the entire security team at the Marampa Iron ore mine, I commanded a team of 120 securing a site valued at \$350M USD.

Fostered and maintained robust relationships with local groups and organizations, ensuring seamless operations.

Spearheaded the comprehensive revamp and update of all security protocols across the entire mining operations area, resulting in a significant reduction in work incidents and break-ins.

E-Teacher Group – Sales Executive; Ramat Gan, Israel 2016 -2017

Started as a retention representative and then became inside sales executive.

Broke record at the time of most sales made in a month by a representative in the retention department.

EDUCATION

Bar Ilan University (Computer Science - Left after second year to work on Blue Cape full-time)

Psychometry: 698/800

SKILLS & INTERESTS

Interests: Long Distance Running, Programming, Hiking

Languages: Native; English, Fluent; Hebrew

Technical: Node-js, Javascript, Python, Docker, AWS Cloud, Git, GitHub, NPM, MySQL, MongoDB, Excel, Word, PowerPoint, Jira, Figma, Microsoft CRM, Zoho Cliq. Zoho CRM, HubSpot