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|  | **Ishai Shurba  Innovative, strategic and goal-oriented leader (Willingn to work in the entire central area)** [**My LinkedIn**](https://www.linkedin.com/in/ishaishurba/) **account manager** |
| **Personal Information Jerusalem** **Jerusalem**  **דואל: [ishaishurba@gmail.com](mailto:ishaishurba@gmail.com)**  **[טלפון](mailto:ishaishurba@gmail.com)** [**נייד: 972-50-9075188**](https://wa.me/972509075188) **שנת לידה: 1988**  **Languages English - High level**  Hebrew - mother tongue French – basic **Skills**   * Full control of Office * B2B account management   **Familiarity with software**   * CRM, IVR * Microsoft Dynamic 365 * Voice Center, Voice Spin, Zapier * Zoho, HubSpot, PowerLink * Outlook * Sap Business One * Slack * Billing systems   **My Time**   * time with my wife * Personal and professional development * Solving problems at work * Proves to employees that their time is valuable * Building annual work plans | **Work experience**  **2021 - current Vice President of Sales and BD B2C + B2B (AI-based SaaS)**  ***Speak Technologies LTD***   * Direct reporting to the CEO. Management of P&L unit. Negotiating with C-LEVEL executives * Leading a sales team of **11M$** per year * I convinced companies such as Refael, the Securities Authority and BlueVine to sign with us * **In about half a year, I led the company to an annual growth of 20% in the volume of sales** (**11 million Dollar**)   **2020 - 2021  National Sales Director**  ***Hacker U***   * Direct reporting to the VP of Sales. Management of P&L unit * **I turned the branches in Israel into the center of the company's activity (until then it was concentrated in the branch in the USA) with an income of over 32M$ per year and I implemented new data analysis methods that had not been used before (32 million Dollar)**   **2020-2019  I established and managed the sales and customer service department**  ***Khan Theater***   * I will expand upon the request of the interviewers KPI   **2019-2014  Manager of a sales and service center**  ***Partner Comunication***   * Management of a call center of 120 representatives and team managers * **I synchronized the sales people so that they meet the goals of the Ministry of Communications and at the same time sell and provide service at the highest level**   **2014-2010  Field sales manager + sales and telephone service team manager**  ***Partner Comunication***   * I will elaborate upon request ***----------------------------------------***   **Education Military Service 2013-20112010-2007 *Software Engineer, John Bryce Commander and fighter  Average grade: 90 in combat engineering  and then in the Golani patrol*** |