**Chief Operations Officer – COO**

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Looking for a COO position.

20 years of experience – From a CIO in **8200**, through a successful startup, and till an Operations Officer in a U.S. Corporate (**Cisco**), with Engineering (B.Sc.), Law and MBA degrees.

Track record of delivering transformation results in global organizations, with proven abilities to develop & execute **strategic plans**, lead cross-functional teams, improve efficiency (**Average cost reduction of $1M annually - see details below**).

Skilled in implementing new technologies (**8200**) and driving new products to market (**Cisco**) - **Leading 30 engineers**, developing creative solutions, excellent communication and interpersonal skills.

**CORE COMPETENCIES**

* Results Driven
* Analytical and Creative Thinking
* Excellent Communication
* Empowering Others
* Strategic Thinking
* Customer Orientation
* Team Player
* Project Planning
* Managing Change

**PROFESSIONAL EXPERIENCE**

2012-present: **Operations and Production Officer | Cisco** (Currently Synamedia) (*Global High-Tech Company)*

* Develop and Execute Strategies, Goals, and Action plans for the achievement of business objectives.
* Lead the company’s hardware portfolio roadmap.
  + **Long term consolidate production (30% cost reduction yearly, starting at $100K till $1M)**
  + **Transitioning smart cards to secure micro (20% cost reduction, $1M savings, and growing)**
* Compile and negotiate contract agreements.
  + **Development of new smart card - Reduced project cost by $1M**
  + **Negotiated a service contract cost reduction of $500K**
  + **Added 3 engineers to projects by better utilizing existing service contract**
* Maintain strong partnership with engineering, product, finance, sales and production departments.
* Drive efficiency by reducing inventory; optimize efforts, automation, and procurement.
  + **Reduce and remove large inventory – $2.5M reduction**
  + Cost-effective production solution – **Reduce operation costs by $500K per annum**
  + Research and deploy alternative production equipment –
    - **Immediate cost reduction of $200K**
    - **Additional $500K spread over 7-10 years instead of immediately**
    - **Reduce risks**
* Manage customer relations, staff allocation to projects, outsourcing and consulting services.

**Operations and Project Manager**

* End to end project management of software / hardware development of multi-disciplinary products.
  + Managed development of new smart cards, **reducing manufacturing cost by 30%-50%**:
    - **Secured $8M annually**
    - **Increased annual revenue by $1M**
    - **Generated new annual revenue of $1.5M**
* IoT Security
  + Implement new tools: methodologies, processes, software and systems; guide staff.
  + Manage, coach and mentor teams.
* **Manage project budgets of over $100 million.**
* Spearhead maintaining quality standards: Supervise ISO 9001 inspection, TUV certification.
* Clients incl.: DirecTV (Americas), UPC (Europe), Sky (Europe), Cogeco (Canada), DTH (China)
* 2017, 2018, 2019, 2020 - Hackathon Committee

2010-2011 **Delivery Manager | DiViNetworks Ltd.** *(Start Up)*

* **Lead entire product life cycle** of advanced technology products from the definition of vision and architecture design to delivery and implementation.
* **Present solutions to management and stakeholders**, recommend strategy for business decisions.
* Project management and systems deployment; define and analyze requirements, prioritize teamwork.
* **Create and execute work plans and managerial decisions**; define the role from inception – tasks and responsibilities; monitoring and follow up; meet budget constraints, HR, scope and schedules.
* Lead a team throughout the development & implementation process of a new software / hardware product, from design to on-site integration, with several customers in Israel and overseas.
* Overall supervision and coordination; define processes, improve methods; manage procurement.
* Clients incl.: Sercomtel (Brazil), ZON (Europe), Netvision, BezeqINT, Partner, etc.

1998-2005 **IDF - Unit 8200, Intelligence Corps**

**Chief Information Officer (CIO) and Deputy Commander** (2002-2005)

* **Define and Execute IT strategy,** Information collaboration and Security standardsKey role and decision maker regarding IT needs, manage implementation processes.  
  End-to-end responsibility for Data center, IT Systems and infrastructure, Support 24/7, DRP.
* **Write and execute annual work plans,** define objectives, budget plans and resource allocation.
* Direct management of 3 teams.
* Manage cross-organizational interfaces with all departments, routing all IT requirements.
* Mandatory Military Service as a Computer Technician and Officer Training (1998-2001)
* **Responsible for budgets of over $10's of millions.**

**Professional Credentials: Courses & Training**

**Education:**

**M.B.A.** *Hebrew University, Jerusalem* (2014-2016).

**M.A. Law Studies,** *Bar Ilan University* (2009-2010).

**B.Sc. Industrial Engineering, double major in Information Systems & Operations**, *Jerusalem* (2005-2009).

**Summa Cum Laude**.

**Professional Courses & Training:**

* **Quality Professional,** *Israel Society for Quality* (2019).
* **Stanford Advanced Project Management (SAPM),** *Stanford University* (2017).
* **Certified Quality Auditor (CQA),** *American Society for Quality* (2015).
* **ITIL –**IT Service Management (2014).
* **PMI** – Program Management Professional **PgMP & PMP** | Risk & Scheduling **PMI-RMP** | **PMI-SP** (2012-2014).
* **Agile – SAFe Program Consultant (SPC)** | Scaled Agile Framework | Multi-team management (2014).
* **Agile – Certified Scrum Master –** Single team management (2013).
* **Microsoft Certified Professional (MCP)** *Microsoft* | **Checkpoint Firewall***, Checkpoint.*
* **IRIX Advanced System Administration,** *Silicon Graphics* | **Solaris** system administration, *Sun Microsystems.*
* Procurement Training Course**,** *Ministry of Defence* (2001).
* **Cisco Security Ninja Black Belt** - The highest degree of an internal Cisco program aimed to recognize individuals who contribute to the overall security of Cisco products.

**Languages:** **English - mother tongue; Hebrew - mother tongue.**

*\*\* References will be provided upon request*