Daniel Levitan

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Changing careers back to technical roles. Attending the Y-Data School in Tel Aviv.
Over 15 years of international experience in project management in the technology, consultancy and logistics industries. Multilingual. High Technical and Communication skills.

WORK EXPERIENCE

Graduway – *Startup company providing social network for alumni* — Raanana, Israel
Account Manager — (2019-2020)

- Deployed several projects in Latin America, being responsible for configuring and developing tailor made solutions within the company's platform.
- Built a strong relationship with all 40 customers in the portfolio clearing the path for renewals and upsells.

Personali – *Startup company that helps top-tier retailers increase sales and profitability – online and offline – by capitalizing on the power of behavioral economics* — Tel Aviv, Israel
Customer Success Manager — (2016-2019)

- Boosted company's customers sales across big Brazilian retail stores by 12 times within six months, turning Brazil into company's biggest market accountable for 50% of the overall global revenue.
- Developed and sustained a strong relationship with prospect and existing clients, fostering upselling and cross selling results.
- Provided strategical and financial analysis to demonstrate the results achieved by the adoption of the company's products.
- Supported the technical integration phase and the commercial relationship during the company's expansion movement.
- Represented the company at the largest retail conference in Brazil, presenting the company's platform and generating leads for the sales process.

Oracle – *Information management enterprise software supplier* — Rio de Janeiro, Brazil
Project Manager — (2012-2016)

- Managed technical configuration teams varying from 2 to 6 people across multiple projects and clients simultaneously.
- Led the implementation of SaaS Field Service Management software across clients in multiple industries, e.g. telecommunications, utilities, and fleet management.
- Managed projects' budgets and schedules by keeping track of finance and team allocation. The budget for each project was up to US$ 500,000 and the teams varied between 2 and 6 resources.
- Fostered relationship with internal stakeholders and customer's management by producing and distributing weekly reports and technical assessments to present project results.
- Sold technical projects varying from change request to whole new solutions, summing up US$ 1 million in four years, to current customers.

EDUCATION

Universidade Federal do Rio de Janeiro – UFRJ — Rio de Janeiro, Brazil

MSc. in System and Computer Science (Artificial Intelligence) — (2004-2005)

- Developed an algorithm to solve the resource allocation problem between two users, based in the concept of Nash Equilibrium, a result from a tool known as Game Theory, which is usually restricted to Microeconomics.

BSc. in Electronic Engineering — (1999-2003)

- Developed a Cross-Platform Graphic Audio Wave Editor in C++ for final project. The software is a music editor in which effects can be applied to a whole or part of a song, mixed parts of it, and export the file as mp3.
- The software was compiled and tested in Microsoft Windows and Linux flavor platforms.

ADDITIONAL

- Solid knowledge of C, Python, and SQL. Very good knowledge of C++, Java, Assembly.
- Fluent in English, Spanish and native Portuguese. Fluent spoken Hebrew, intermediate writing/reading skills.
- More technical and old positions were not listed in this resume, for additional information feel free to request.