

WORK EXPERIENCE

2017-present: Head of Research, Gong.io. Gong uses machine learning to help teams operate based on customer reality instead of opinions. I lead the company's Data Science and Machine Learning group of 15 experienced researchers, developing algorithms for Automatic Speech Recognition, Voice Print detection, Video and Audio analysis, NLP, and predictive modelling. During this period, Gong grew from less than 20 employees to over 600 and raised \$580M, lately at a \$7.25B valuation.

2020-present: Steering committee member. In the new IISE (Industrial and Information Systems Engineering) program in Bar-Ilan University, and in Private.ai startup company.

2017-present: Teacher, Bar-Ilan University. I teach "Applied Data Science", a new Graduate course that I built, in the Faculty of Engineering.

2018-present: Senior Teacher, Y-Data School, Yandex. I teach a "Deep Learning" course.

2013-2017: Founder and CEO, Page2site (acquired by Algomizer, TASE:ALMO). Led the company as a sole founder and CEO. Raised over \$1M in VC money. Managed up to 12 development, product, UX and marketing team members.

2009-2012: Co-founder and CTO, Last Word Technology. Developed a social marketing platform based on proprietary web analytics technology.

2009-2012: Teaching Assistant, the Hebrew University. For the courses "Advanced Ecology" and "Seminar in Ecology of Pollination".

2007-2009: R&D team leader, Elisra Electronic Systems. Applied machine learning and signal processing algorithms to optimization problems, geolocation and a proprietary wireless networking protocol.

2003-2004. Researcher in the laboratory of Prof. Israel Nelken, department of Neurobiology at the Hebrew University. Studied neurons in the auditory system of cats using Information Theory methods.

1998-2002: The Intelligence unit, IDF. Extensive work on signal processing and data analysis.

EDUCATION

2009-2014: The Hebrew University. PhD in Ecology. Thesis title: "*A Demographic Theory of Species Diversity*". *Magna cum laude*. Dissertation selected for the Hans Wiener Prize.

2006-2008: The Hebrew University. MSc in Ecology. Developed machine learning algorithms for the prediction of species distribution in Climatic-Envelope models (GPA 97.4)

2002-2005: The Hebrew University. BSc. in Life Sciences and Cognitive. *Magna cum laude* (GPA 95.2). Psychometric test score: 800 (highest possible).

HONORS

1. The Hans Wiener Prize for PhD dissertation, 2015
2. The Charles Clore fellowship for outstanding graduate students in natural sciences, 2009
3. The Wolf foundation grant for Ph.D. students 2009
4. Barenholz prize for applied research, The Barenholz Fund, 2009
5. Polack award, the Hebrew University, Jerusalem, 2007
6. Who's who in the world, 2009
7. Makor-Haim award for military research innovation, 2004
8. Award for military service excellence, TCMI, 2001
9. Member of the honors programs "Etgar Biology" and "Amirim Teva", the Hebrew University

PUBLICATIONS

1. **Allouche O.**, Tsoar A. and Kadmon R. (2006) Assessing the accuracy of species distribution models: prevalence, kappa and the true skill statistic (TSS). *Journal of Applied Ecology* 43 (6), 1223-1232 (Cited >2,400 times)
2. Kadmon R. and **Allouche O.** (2007) Integrating the effects of area, isolation, and habitat heterogeneity on species diversity: A unification of island biogeography and niche theory. *American Naturalist* 170, 443-454 (Recommended as a 'Must Read' by Faculty of 1000, cited 240 times)
3. Tsoar A., **Allouche O.**, Steinitz O., Rotem D. and Kadmon R. (2007) A comparative evaluation of presence-only methods for modeling species distribution. *Diversity and Distribution* 13 (4), 397-405 (Cited 540 times)
4. **Allouche O.**, Steinitz O., Rotem D., Rosenfeld A. and Kadmon R. (2008) Incorporating distance constraints into species distribution models. *Journal of Applied Ecology* 45 (2), 599-609
5. **Allouche O.** and Kadmon R. (2009) Demographic analysis of Hubbell's neutral theory of biodiversity. *Journal of Theoretical Biology* 258 (2), 274-280
6. **Allouche O.** and Kadmon R. (2009). A General Framework for Neutral Models of Community Dynamics. *Ecology Letters* 12 (2), 1287-1297
7. **Allouche, O.**, Kalyuzhny, M., Moreno-Rueda, G., Pizarro, M., & Kadmon, R. (2012). Area–heterogeneity tradeoff and the diversity of ecological communities. *Proceedings of the National Academy of Sciences*, 109(43), 17495-17500 (Cited 200 times)
8. **Allouche, O.**, Kalyuzhny, M., Moreno-Rueda, G., Pizarro, M., & Kadmon, R. (2013). Reply to Hortal et al.: Patterns of bird distribution in Spain support the area–heterogeneity tradeoff. *Proceedings of the National Academy of Sciences*, 110(24), E2151-E2152
9. **Allouche, O.**, Kalyuzhny, M., Moreno-Rueda, G., Pizarro, M., & Kadmon, R. (2013). Reply to Carnicer et al.: Environmental heterogeneity reduces breeding bird richness in Catalonia by increasing extinction rates. *Proceedings of the National Academy of Sciences*, 110(31), E2861-E2862.
10. Silber-Varod, V., Lerner, A., Carmi, N., Amit, D., Guttel, Y., Orlob, C., & **Allouche, O.** (2019). Computational modelling of speech data integration to assess interactions in B2B sales calls. *IEEE 5th International Conference on Big Data Intelligence and Computing (IEEE DataCom 2019)*, 152-157.
11. Levy, G., Sitman, R., Amir, I., Golshtein, E., Mochary, R., Reshef, E., Reichart, R., & **Allouche, O.** (2019) GECKO - A Tool for Effective Annotation of Human Conversations. *Intespeech*.
12. Lerner, A., Silber-Varod, V., Carmi, N., Guttel, Y., & **Allouche, O.** (Accepted). Modeling the dynamics of acoustic gaps between speakers during Business-to-Business sales calls. *International Journal of Big Data Intelligence*. <https://www.inderscience.com/info/ingeneral/forthcoming.php?jcode=ijbdi>

ADDITIONAL INFORMATION

Volunteer Work	Youth Instructor, One Family Fund. December 2006 – April 2010. Supported youth that lost a member of their close family in terror acts, in holiday camps as well as ongoing calls and meetings.
Languages	Hebrew (mother tongue), English (high proficiency), Spanish (basic level)