

# ELIJAH SILVERMAN

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## EDUCATION:

- IDC Herzliya, Dual Degree in Business Administration and Entrepreneurship, Major in Finance.
  - GPA 4.0. Top 5% of the class, Dean's List distinction (2019, 2020).

## EXPERIENCE:

### **ASSOCIATE CONSULTANT, Y.Y.A. CONSULTING & MANAGEMENT – TEL AVIV** **2020 – PRESENT**

- Built engaging, informative, and dynamic client-facing deliverables in both PowerPoint and Word.
- Worked extensively with Smart-City and Future Mobility clients, building out strategic solutions to solve some of the industry's critical challenges.
- Interpreted research trends through examination of complex publications to inform an investment strategy for The Air Force Research Laboratory.
- Developed detailed client proposals for customers in Mobility, Smart City Management, UAV, IT, Real Estate systems in three different continents.
- Collaborated with a Big-4 global consulting firm on multiple Future Mobility and Drone projects, facilitating their business development through answering RFPs.

### **BUSINESS DEVELOPMENT ASSOCIATE, DINDEX – TEL AVIV** **2018 – 2019**

- Leveraged desktop research to contact relevant venture capital firms to secure new capital sources.
- Utilized MS Suite to co-create pitch decks for the startup.
- Completed key objectives on tight deadlines.

### **STAFF SERGEANT, ISRAEL DEFENSE FORCES – ISRAEL** **2015 – 2018**

- Served as a combat soldier in an infantry unit specializing in urban warfare and field communications.
- Demonstrated leadership capabilities and was selected to advance to the commanders' course. Finished with scores in the top decile.
- Responsible for safely leading twelve privates through combat training and missions.

## EXTRACURRICULARS AND AWARDS:

- Black Belt in Shotokan Karate.
- Volunteered to teach Math and English at an Arab-Israeli School in Jaffa.
- First Aid/CPR certified with the Red Cross.
- Led a team to win first place in IDC's cross-vertical Pitch Competition with a startup idea for a service that connects people with disabilities to relevant jobs.
- An active member of both the TAMID Consulting Club and the Venture Capital Club.
- Recipient of the HESEG Foundation scholarship for academic and social excellence.
  - Selected based on a rigorous interview process that focused on leadership skills and educational distinction.

## SKILLS:

- Basic Python, MS Suite, Data Collection, Critical Analysis, Hebrew language proficiency