**A blue sign with white letters

Description automatically generated with low confidence shalom sharon | MBA** 054-767-2850 | **Ra’anana**, Israel [shalomid.sharonnberg@gmail.com](mailto:shalomid.sharonnberg@gmail.com)

**CHIEF EXECUTIVE OFFICE**

***US Citizenship - Native English***

*Strategic global executive leader offering extensive experience leading key growth initiatives in the High-Tech industry. Known as an expert in forging partnerships, securing funding, and building strategic relationships that increase revenue and brand awareness. Proven track record of creating and executing on GTM strategies with P&L accountability while serving as the brand champion. Commended for leading engaged sales and operations teams within an innovative culture.*

*Seeking a transition back to the* ***cybersecurity*** *industry in an executive leadership and business development role.*



**CAREER HIGHLIGHTS**

* **Revenue Growth** – Forged new business and partnerships with technology companies through networking and value-based selling resulting in **$15M** revenue growth with Trigyn and **$12M** at Chip PC.
* **Secure Funding** – **Raised** **$4M** in grant, angel investor, and equity crowdfunding for Saffron Tech and POMM Inc. (SEC prospectus); established startup resources through venture capital (VC) and investment funds.
* **Mentor & Leadership** – Restructured Chip PC to build high performing teams following acquisition; mentor teams of sales, operations, and marketing professionals to manage and grow partnerships.
* **Startup Management** – Created strategic vision for Saffron Tech while building **10**-member team of researchers and service providers; oversee daily business operations including budgeting, media relations, hiring, and payroll.



**AREAS OF EXPERTISE**

* **Startup Funding**
* Sales and Business Development
* Business Operations
* Marketing
* Business Mentorship
* **Cybersecurity**
* Go-to-Market Strategy
* Contract negotiation
* Business Acquisitions

**PROFESSIONAL EXPERIENCE**

**Agro-Tech Startup | Tel Aviv, Israel 2020 – Present**

**CHIEF EXECUTIVE OFFICER**

*Aggrotech startup for vertical production in Israel.*

* Pioneered robotic growing process with vertical farming machines incorporating Artificial Intelligence (AI) and Machine Learning (ML) to produce multiple annual harvests; patented (pending) for Saffron Indoor Solution.
* Guided **10**-member team of engineering, marketing, financial, and legal experts, and managed daily business operations.
* Acquired research agreements with Volcani Center, Hebrew University, and Valencia, Spain.
* Awarded **$1M** grant from Israeli Startup Nation and led review process with team.
* Raised **$1.6M** in **45** days through Piplebiz equity crowdfunding and additional **$1.4M** from angel investors.

**Trigyn Technologies | New York, NY 2018 – 2020**

**VICE PRESIDENT, SALES & BUSINESS DEVELOPMENT**

*IT services provider with $150M revenue.*

* Forged new partnerships with private technology firms through networking and value-based selling resulting in **$15M** portfolio growth.
* Developed cyber business for branch in India through introductions to **30+** new companies.
* Marketed AI sales software product to secure **3** initial proof of concepts (POCs) and grew client base.
* Coached **6** business development professionals on pitching, negotiation, and pricing.
* Established relationships with **8** new financial services companies to become a preferred vendor.

*Reason for Departure: Relocated back to Israel due to Covid.*

**POMM, Inc. | New York, NY | Tel Aviv, Israel 2014 – 2018**

**CHIEF EXECUTIVE OFFICER**

*Startup developing a mobile biometric security hard case for smartphones.*

* Built new process for equity **crowdfunding** including a full SEC prospectus that raised **$1M+** from shares sold to small investors at buy-in **$500**.
* Received **$3M** R&D grant from prestigious European FP7 fund for leading innovation and cross-country partnerships in personalized centralized authentication system (PCAS) development.
* Managed operations team of **15** focusing on R&D of hardware prototype and presentations.
* Develop investor, funding, and partnership relations and gather additional features feedback from potential first customers.
* Advanced firm’s intellectual assets and gained patent approval, along with sub-patents, for Secured Personal Data Handling and Management System (8401875).

**Chip PC, Inc. *(acquired by Nidam Communications)* | Haifa, Israel | Dallas, TX 2011 – 2014**

**CHIEF EXECUTIVE OFFICER**

*Client data security solution with over $12M in revenue.*

* Transformed near-bankrupt company and grew revenue from **$2M** to **$12M**.
* Restructured organization into high performing teams that increased headcount by **32%** after evaluating **24** previous employees.
* Conducted seamless transition through acquisition and led strategy to retain clientele by offering flexibility and innovative products.
* Headed global sales team spanning **4+** countries to grow partnerships with **10** distributors and **100+** resellers in multiple regions.
* Oversaw **4** VP-level direct reports while leading weekly meetings and coaching on personal targets.

**Nidam Communications | Tel Aviv, Israel 2009– 2011**

**CHIEF BUSINESS OFFICER**

*System integrator and hardware trader with $100M revenue.*

* Generated **$15M** per year through face-to-face meetings and relationship building with Cisco and Juniper on deal-based sales.
* Facilitated acquisition of hardware company (Chip PC) directly through networking and negotiation furthering business growth by **$10M**.
* Introduced strategic portfolio diversification to grow revenue by partnering with satellite, fixed line, and cell phone companies.
* Strengthened website appeal to enhance brand value and grew social media (Facebook, Twitter, LinkedIn) presence to improve customer interaction.

**HOT | Tel Aviv, Israel 2006 – 2009**

**DIRECTOR, BUSINESS OPERATIONS**

*Israeli cable TV, wire line, wireless, ISP and TV service provider with $1B revenue and 1M users.*

* Orchestrated network infrastructure upgrade and managed project plans over a **3**-year period.
* Managed **100+** vendors, buyers, and operations teams through negotiation, creating competition, and benchmarking.
* Promoted in only **6** months from Business Operations Manager to lead telephone and internet operations after merger of **3** Israeli cable companies.

**ADDITIONAL EXPERIENCE**

**SECTION MANAGER***, Bezeq, Tel Aviv, Israel, 2003 – 2006*



**EDUCATION**

**MASTER OF BUSINESS ADMINISTRATION (MBA) | Finance and Accounting**

**BACHELOR OF ARTS | Economics & History**

*The Hebrew University of Jerusalem, Jerusalem, Israel*