Project Manager

**Shemi cohen**

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| ***Summary***   * **10 years** of experience as a team **manager**. * **5+ years** of experience as **project manager.** * **1+ years** of experience of **Software Project Manager, Managed 10+ team members** * **MBA Business management**, ono academic college**.** |
| ***Experience***  **2021 - today**  **Project Manager, Brimag.**  One of Israel's leading companies in the field of marketing and distribution of home appliances and electronics, it owns a chain of stores called “metro”.  Responsibility for negotiations with suppliers, pricing the entire range of products, sales management, responsible for the range of products, inventory management, responsible for sales and profitability targets. Providing solutions for commercial issues. Working with senior management.   * Leading development of an online/offline marketing platform for selling and promoting company products. * **Manage** 15 franchise owners**.** * Working with cross organization teams spread across the organization. * Leading solution development through a full construct lifecycle. * Providing solutions for commercial issues. * Responsible for the range of products. * Responsible for sales and profitability targets. * Initiating meetings and brainstorming with stakeholders for impediments resolution. * **Built cross-functional teams** from scratch of experienced and junior members. * Built a training roadmap for joining a concessionaire. * Business knowledge leadership, value, and limitation of developed solutions. * Daily progress follow-up through meetings and burndown charts. * Working effectively under pressure, managing pressure levels of teams. * Setting milestones, goals and deadlines. * Measured team performance **(KPI)**. * Keeping teams productive and motivated during challenging times. |

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| **2019 – 2021     Project manager**, **Algoritmika**  **Start up company** that aspires to teach **programming (C++,Java, Phyton)** children around Israel , from the 1st grade to 8th.   * Lead complicated solutions development through all phases of construct lifecycle * Managed a cross functional team of **3 developers .** * Responsibility for customer recruitment & Internal/external support systems . * Ensure that projects are delivered on time, within the scope and budget. * Business development and sales in a hi-tech startup environment as project manager for a **B2B Saas company**. * Prioritize and execute various tasks, responsibility for growth and profitability through service for various types of customers. * Detail-oriented and methodical in solving problems and managing multiple projects and tasks. * Direct work with Business Stakeholders and analyze business requirements. |
| * 1. Regional Sales Specialist Manager, **S. Schestowitz.** * Manage various operations through sales points. * Responsibility for regional sales performance & service with **B2B aspects**. * **Data analysis** to provide growth. * Acquiring new business and further developing our **B2B** clients. |
| **2014 – 2016** Business owner **Caffe Heine**   * Founder of franchised coffee-shop. * Experience in managing and growing direct clients. |
| **2011 – 2014**Regional project Manager **ELECTRA CONSUMER PRODUCT**   * Responsible for projects at sales points in **B2B** & **B2C** aspects. * Responsible for **Business development** and margin growth. * Managed **5+ employees** at sales points. |
| **2007-2012** Store manager, training manager, **ADIDAS**  **2010 - 2012 Training Manager, Adidas**   * Establish work teams. * Managed **10+ employees** at the store. * Inventory management. * Hands on establishing a training program. * Built a training program from scratch that gave knowledge of the history and products for all the new employees around the country. * Employee recruitment.   **2008 - 2009** vice Store Manager, **Adidas.**   * Shift manager. * Responsible for employees' knowledge. * Head of customer service. * Sales and profitability targets.   **2007-2008** salesman, **Adidas.**   * Selling company products. * Sales targets |
| ***Education***   * **2020**  Interior design, studio 6b * **2018 – 2019**     **MBA business management,** ono academic college * **2009-2012    BA** **Business Management**, ono academic college |
| ***Language***   * English – high proficiency * Hebrew – native language * Greek – mid level |
| ***Military Service***   * **2006 -2009**  **Operation Manager** and Founder "Zur Yam" school, Navy   Responsibility of logistics operation.  **2008**  **Graduate With Great Honors - logistics unit** |
| **2009**  **Graduate With Great Honors - school’s operation** |
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