

Hagai (Guy) Zwick

Personal Banker at Bank of America

hagai.zwick@gmail.com

Summary

• I grew my business, Beno Natural Healing, Inc. later Nature Creation, Inc., from a single kiosk to seven kiosks all throughout the Bay Area, dominating sales in the herbal products retail field and increasing revenue by 150% during the holiday season. • 5+ years experience in the sales field; knowledgeable on various sales techniques; expert in development and application of new sales methods to achieve company goals. • Advantages from experience in various fields like the Israeli army, senior instructor in the Israeli community education system, business owner and a personal banker of a large financial corporation. • Results oriented, creative, self-motivated, easily adaptable to new environments, and a big believer in teamwork.

Experience

Personal Banker at Bank of America

February 2014 - Present (2 years)

• 6 months after I began my role as a Personal Banker at Bank of America, I became a top-performance banker in the Northwest region. Fairfax, the branch where I started working, became the 1st financial center in the Northwestern region. • Help customers identify and solve their financial needs; improve customers' financial lives. • Exceptional ability in selling products to customers; develop and maintain exceptional rapport with customers. • Participate with the business community to strengthen the bond between the bank and local businesses.

President and Owner at Nature Creation, Inc.

April 2013 - March 2014 (1 year)

President/Owner/Sales Associate • Opening and operated kiosks selling aromatherapy herbal treatment packs. • Excellent at targeting customers and potential buyers; exceptional ability in creating opportunities to upsell products to customers; developed and maintained exceptional rapport with Shopping Center management points of contact. • Implemented and enforced sales strategy and projections; daily sales reports; updated and maintained inventories, salaries and purchasing orders. • Consulting services offered in the opening, development, operating and management of seven kiosks.

President and Owner at B.N.H. Inc (Ben Natural Healing, Inc.)

July 2011 - February 2013 (1 year 8 months)

• Opened and operated the first kiosk in Westfield San Francisco shopping center to sell aromatherapy herbal treatment packs. Extended operations to Westfield San Jose shopping center by opening and operating a second kiosk. • Expanded sales during the Christmas seasons in the management and operation of 7 kiosks throughout the Bay Area. • Managed over 15 sales associates that deployed to 7 different locations with

constant schedule shifts. • Excellent at targeting customers and potential buyers; exceptional ability in creating opportunities to upsell products to customers; developed and maintained exceptional rapport with Shopping Center management points of contact. • Implemented and enforced sales strategy and projections; daily sales reports; updated and maintained inventories, salaries and purchasing orders.

General Manager at Jerusalem Grill and Bar Restaurant,

July 2012 - January 2013 (7 months)

- Managed and supervised the first Glatt Kosher/ Mediterranean and Israeli cuisine in the South Bay.

Sales Associate/Manager at Ital-Steam

April 2010 - March 2011 (1 year)

- Responsible for sales of clothing steamer product in a variety of shopping centers throughout the Bar Area.
- Supervised and managed 10 other sales associates.

Senior Education Coordinator at City of Yad Jana and City of Jana, Israel

August 2007 - August 2009 (2 years 1 month)

Responsible for the creation and execution of educational programs for the two small towns in central Israel.

- Programs included academic curriculum and extracurricular activity programs developed into youth groups, such as boy and girl scouts.
- Coordinated, counseled and taught 40 individuals from ages 9 through 17.

Military Service at Israel Defense Forces

August 2004 - August 2007 (3 years 1 month)

Combat Warrior discipline Specialization: Unit navigator for front line operations Specialization: Tank carrier operator

Community Service at City of Keriat Ata

August 2003 - August 2004 (1 year 1 month)

Adult instructor and tutor Authorized by the Military

Skills & Expertise

Military

Team Leadership

Customer Service

Management

Sales

Program Management

Teaching

Social Media

Marketing

Public Speaking

Marketing Strategy

Retail

Sales Management

Negotiation

Budgets

Teamwork

New Business Development

Project Planning

Leadership

Team Building

Training

Strategy

Coaching

Direct Sales

Strategic Planning

Business Strategy

Business Analysis

Languages

Hebrew

English

Education

College of Marin

Bachelor of Business Administration (B.B.A.), Business/Commerce, General, 2014 - 2020

Galilee High School

2000 - 2003

Keller Williams Realty San Jose - Silicon Valley

2013

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[Contact Hagai \(Guy\) on LinkedIn](#)