

ILAN TIMERMAN

PROPOSAL MANAGER AT QUALTRICS

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CONTACT INFO

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 Location Provo, Utah



RELEVANT EXPERIENCE

01/21-Present

Qualtrics/SAP

PROPOSAL MANAGER, REVENUE OPERATIONS

Managed over \$24,300,000 in RFP and RFI pipeline in the Americas region, including the United States, Canada, and Brazil.

Developed and maintained all proposal sales assets for the EmployeeXM product and serving as a strategic advisor for key EX deals. Developed and maintained all proposal sales assets for Brazil and managed all requests in Portuguese.

Developed, tested, integrated, and maintained the following workflows and integrations:

- Qualtrics/Asana integration via API
- Get information from Qualtrics survey responses and POST into a new Asana task
- Qualtrics/SFDC integration via API
- GET information from SFDC and save them as embedded data fields in the Qualtrics survey response
- POST information to SFDC from the survey to create SFDC requests and update opportunities
- SFDC triggers
- Send CSAT surveys to sales reps when a field changes in SFDC
- Send ESAT surveys to Proposal Managers when a field changes in SFDC
- JavaScript date calculation
- Calculate full business days in between the current date and the date that the request is due
- Format date so mm/dd/yyyy is shown to survey taker but output is in ISO 8601
- HTML/CSS front-end editing of survey questions
- Display visually appealing calendar in Qualtrics survey engine instead of a text-entry question
- Qualtrics triggers
- Automatically notify sales reps of the service level assigned to their request
- Qualtrics/Slack integration via API
- Onboard sales reps to the RFP Clinic upon joining the channel



EDUCATION

2016-2019

FIU Honors College
Miami

BACHELOR OF ART, SUSTAINABILITY AND THE ENVIRONMENT

2021-2022

University of Utah
Salt Lake City

PROFESSIONAL DEGREE, SOFTWARE ENGINEERING



CERTIFICATIONS

• DESIGN THINKING

IDEO

• EMPLOYEEXM EXPERT

Qualtrics



LANGUAGES

English



Portuguese



Spanish



OTHER EXPERIENCE

Product Specialist at Qualtrics/SAP

Campus Director at Hult Prize
Foundation

Logistics Coordinator at Hult Prize
Foundation

Board Director at Panther
Community Action Board

Secretary of Transportation and
Safety at FIU Student Government
Association

Student Experience Design Lead at
StartUP FIU