

# YOTAM WOLFE

## SALES MANAGER

### PERSONAL INFO

Tel-Aviv, IL

054-7990252

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U.S CITIZENSHIP

### SKILLS

Ability to identify and provide  
the customer needs.

Creative problem solver.

Highly engaged.

Self-motivation.

Multi-tasking.

Time management.

Attention to details.

Customer service Oriented

### LANGUAGES

HEBREW - Native

ENGLISH - Fluent

SPANISH - Fluent



### SUMMARY

A highly motivated ,Fast learning ,self-driven team player  
with a closer mindset.

Looking for a new challenge in sales and business development  
where I can utilize my skills, knowledge and experience



### WORK EXPERIENCE

2021-current

**Sales & marketing manager**

Restigo

Managing sales funnel from lead generation to PO execution.

Developing and maintaining relationships with customers.

Achieving growth and hit sales goals by successfully managing sales processes

2020-2021

**Sales development representative**

Vcita

Creating target prospects lists and penetrating key accounts.

Daily follow up on inbound marketing leads and identify qualified opportunities.

Cold calling into prospects generated by a variety of outside sources.

Identifying key players, research ,obtain business requirements and present solutions  
to begin the sales cycle.

2019-current

**Sales Director**

XYX (Financial Market)

Managing 2 teams of 10 sales representatives each, including sales team Leaders.

Motivating and inspiring the sales reps and team leaders to meet the targets.

Establishing new sales methods in order to maximize the profits from sales.

Implementing CRM to maximize sales reps efficiency.

Constantly exceeded monthly team quota.

2018-2019

**Sales Rep / Sales Team Leader**

XYX (Financial Market)

Within 6 months became team leader (10 reps).

Closing leads for other reps & Responsible for upsales.

Surpassed both personal and team monthly quotas.

Award for Q2 top sales rep

2016-2018

**General Manager**

22 Bar-Restaurant

Sales training: increasing patron consumption.

Employee qualification and training.

Negotiation with suppliers.

Responsible for daily running of the restaurant.

2014-2016

**Sales Manager**

Apollo 1

Front-line sales manager.

meeting sales target weekly.

Trained entry-level sales representatives.



### EDUCATION

2016 -2019

**Ono Academic**

**Bachelor of Marketing & management**



### MILITARY SERVICE

2009-2012

**AIR FORCE**

**Commander in Iron Dome**

Commanding over 100 soldiers