

Itai Singer



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Tel Aviv



[My Profile](#)

Sales professional with 6 years of international experience, consistently surpassing targets and driving revenue growth through strategic partnerships. Proven success in managing the full sales cycle, achieving over 100% quota, and collaborating with global teams. Fluent in English, proficient in French, and passionate about sports, art, food, and enjoy problem-solving, and continuous learning.

Skills

- High emotional intelligence
- Leadership
- Quick learner
- Problem-solving and creativity

Professional Experience

2023 - Current

Inside Sales | Lumigo | Dev Tool For Cloud Applications

- **Account Executive:**
 - Exceeded Revenue Targets Quarter on Quarter, achieving 115% of pipeline revenue target over 4 Quarters.
 - Managed end to end sales cycles for cold targeted outbound, and inbound prospects, delivering on average 11 New Logo wins per quarter over 4 Quarters.
- **Partnerships & Business Development:** Built strategic relationships with Key Partners including AWS.
 - Achieved 100% success working with AWS to secure customer funding to facilitate New and Existing Customer adoption and expansion.
 - Increased channel Revenue by 30% in 3 Quarters through partner collaboration.
- **BDR:** Exceeded New Logo Meeting Targets Quarter on Quarter, delivering 138% growth on previous year.
 - 87% Conversion Rate from 1st Meeting to Qualified Forecasted Pipeline Opportunity.
 - Quickly mastered the industry landscape, learning key pain points and Lumigo's USP in the context of the market and competition.
- Working closely with multinational teams across the USA, EU, with a direct manager based in the UK.
- Partnering daily with the CTO, Product, and R&D teams to ensure messaging alignment based on end user feedback and product updates.

2022 - 2023

Project Management Officer | Aman Amanet group

- Led CRM needs specification for Tel Aviv Municipality's 30-member legal department as Team Lead (Students).
- Contributed to reorganization projects at Coca Cola's Sales Department and Tel Aviv Municipality's Control Unit while leading a team of students.

2020 - 2021

Real Estate Broker | Private company - Budapest, Hungary,

- Successfully bridged cultural gaps while facilitating connections between Israeli clients and local renters and sellers, resulting in the closure of 10 lucrative deals for the company.

2016 - 2021

Operations and Private Security | Private Family - Geneva, Switzerland

- Head of Operations and Logistics including building onboarding processes for new staff members.
- Adapted to various work environments in Monaco, Geneva, London, and the South of France.
- Exceeded the expectations of high-profile clients in diverse and ever-changing environments.

Education

2020 - 2023

B.A. Economics and Business Administration | The Academic College of Tel Aviv-Yafo

Courses

2017 – Current French & English language study courses (Switzerland and Israel)

2011 – 2012 Pre-Army Leadership Academy (Mechina) | The Upper Galilee Leadership Institute

Military Service | Intelligence Directorate | Elite Special Forces Unit

2011 – 2014 Combat Soldier (Sergeant)

- Dedicated training (Certificate of Distinction out of 27 soldiers).
- Unit's Commander Training program (Certificate of Distinction out of 12 commanders).
- Guided a team of 12 soldiers through onboarding, planning, and operations execution
- Led projects focused on optimizing the unit's workflow (Special reward on Independence Day).

Software Knowledge: Microsoft Office (Excel, PowerPoint, Word), Python(Basic), Hubspot, Sales Automation tools

Extra-Curricular & Sports

2010 Member of "The friendship Caravan", "Tzofim" (Scouts) | 3-month delegation to the USA

2008 – 2011 Instructor | " Tzofim" (The Hebrew Scouts Movement)

Languages: Hebrew – Native language | English – Fluent | French – Proficient