

# Assaf Luninski

## Employment History

### Head of Sales , Freenergy renewable Energy Ltd., Tel Aviv

JANUARY 2021 — MARCH 2024

- Managed a team of 5 field sales consultants in the green energy sector.
- Trained and guided consultants through sales stages and competitive market techniques.
- Developed new sales channels, including energy storage systems and alternative energy sources.
- Conducted business negotiations with clients and suppliers/subcontractors.

### Marketing and Sales Manager for Detection and Control Systems, Welding Safety Technologies Ltd. (MSA),

MARCH 2014 — JUNE 2020

- Co-founded and managed the control department, establishing a strong market presence.
- Utilized SAP management system for business opportunities and report preparation.
- Developed marketing presentations and videos to promote projects.
- Negotiated with major suppliers to achieve optimal pricing and product selection.
- Provided technical support and conducted overseas training on sales techniques.
- Managed inventory and sales forecasts, ensuring timely project delivery and payment collection.
- Designed and managed the company's website and electronic product archive.
- Conducted product and solution training for clients and sales personnel.

### Communications Site Planning Consultant, Systems Analysis Ltd., Herzliya

JUNE 2006 — DECEMBER 2013

- Part of the infrastructure planning and solutions team for communications, focusing on VPN networks and server farms for state clients.

### Field Technician in the System Team, at Malam Group,

JANUARY 2005 — DECEMBER 2006

- Maintained and operated computer systems for various clients across the country.
- Provided an additional tier of support for critical issues.

### Military Service,

JANUARY 2001 — JANUARY 2004

#### Infrastructure Team Leader – Servers (Mamram - Ma'am)

- Managed and mentored a team responsible for nationwide server infrastructure support.
- Oversaw server installation, routine troubleshooting, backup, and monitoring.

#### Senior Computer Operator in the Operating Systems Team (Ma'am)

## Details

Ramat Hasharon, Israel

052-8152200

[Assaflun@gmail.com](mailto:Assaflun@gmail.com)

## Skills

Sales strategies

Complex negotiations

Sales techniques

Control Systems

Operating Systems

Site Planning

Network Infrastructure

SAP CRM MONDAY

Computer Systems

Communications

Management

## Languages

Hebrew

English

- Managed all unit servers, including hardware installation, troubleshooting, backup, and monitoring.

## **Education**

**B.A. in Business Administration with a specialization in Banking and Capital Markets ,**

JANUARY 2007 — JANUARY 2010

**Accounting studies - "Shaharbani Program" , Bar-Ilan university,**

JANUARY 2008 — JANUARY 2014

## **Professional Training and Courses**

**Computer Operator Course: School for Computer Professions (Mamram)**

**Stage 7 NT Operator Course: School for Computer Professions (Mamram)**

**Communication Fundamentals Course: School for Computer Professions (Mamram)**

**Network Communication Course: School for Computer Professions (Mamram)**

**Updating Support Skills from MS Windows NT 4.0 to MS Windows 2000:**  
**Hi-Tech College**

**Implementing a Microsoft Windows 2000 Network Infrastructure:** Hi-Tech College

## **Profficient with the following tools**

Office

Graphic softwares

AutoCAD and 3D animation software.

In-depth knowledge of the web and different applications.