

Noa Nahmias

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Employment experience:

Gett:

2020 – 2022: B2B IL Product & Project Manager

- Translate customer and business needs into product requirements. Take part in planning and creating the B2B product.
- Plan, manage and implement projects, training of systems and tools (mostly Salesforce big and significant projects).
- Identify areas for improvement and implementing solutions.

2016 - 2020: B2B Tech and product expert + Sales Operation

- Collaborate and support cross-functional teams in the organization. Serve as a center of knowledge, troubleshoot and maintain sales tools to optimize effectiveness and increase productivity.
- Support the deal cycle pre- and post-sale. Create dashboard and reports to support all stakeholders.
- Working in a dynamic environment. Detail oriented with business and technical understanding. Well organized. Team player. Attention to details. Service oriented.

2011-2015: Varonis – Global sales support

- Ensure accuracy of information related to sales process.
- Working closely with the sales team all over the world.
- Deal creation, beginning with quotes and proposal through management of the deal cycle.
- Coordinate with cross functional teams in the organization (Sales, Managements, Finance, Legal, products etc) to help the sales process run efficiently based on the company KPI.

2009-2011: Redware – Sales coordinator

- Support sales team with sales processes. Insert and track data on Oracle.
- Administrative work and technical support.

2008-2009: All state Insurance NYC – Internship

- Preparing price quotes for customers and businesses, Backoffice and administrative work.

Education:

- **2009-2011: IDC Herzliya** - English B.A in Business Management and marketing.
- **2006-2009: LaGuardia College, NYC** - B.A in business management and accounting.
- **1996-2000: Ben Zvi High school, Givatayim** - Full diploma

Military Service:

- **2000-2002: Israeli Intelligence corps, Glilot** - Full military service as an IT manager.

Qualifications:

Computer: Salesforce, SAP, Oracle, Jira, Slack, Asana SQL, Office and more

Languages: Hebrew, English (professional).