

# MICHAEL BAZOV

I am a highly motivated and exceptionally adaptable professional with an exemplary track record spanning across various domains, including sales, project management, leadership, and management. With a deep-rooted passion for propelling business growth and exceeding organizational goals, I consistently strive to set new benchmarks of excellence.

## Work Experience

### Renewable energy company | 2018-2023

#### ○ Vice president | 2021-2023

- Supervised a team of sales representatives to successfully achieve the company's growth goals and Responsible for the various project managers.
- I was responsible for training new salespeople, consulting, guiding and pushing to reach goals.
- I would get the largest and most powerful customers in the economy, property owners, shopping centers and the like.
- During my position as VP I pushed the company to impressive achievements of an increase of about 20% of the company income per year.

#### ○ Project manager | 2020-2021

- Managing the project from the contract signing to the delivery of the final product: reciving the deal, ordering equipment from a variety of suppliers, hiring a contractor for installation, managing the installation, ensuring quality control, and delivering the product .
- Managing between 8-14 projects simultaneously nationwide
- Management of performance contractors
- Cooperation with the electricity company and various authorities.
- During my role as a project manager, I had to deal with the bureaucracy in the field, such as the difficulties posed by the various municipalities, the electric company, etc.
- I found creative ways to deal with problems I had to solve, while looking at the big picture and pressure of schedules.

#### ○ Field sales representative | 2018-2020


- Responsible to generate potential leads through a variety of platforms including online campaigns, conferences, and personal connections.
- Establishing long-term personal relationships with customers from the moment the lead is generated until the deal is closed, including scheduling meetings, quoting, following up, negotiating, and closing the sale.
- As a field Sales Rep. I initiated my journey with a monthly revenue of 100K and diligently tackled objections, refining strategies along the way. Through persistent efforts and adept relationship-building, I consistently exceeded goals, achieving an impressive monthly average of 300K. This growth showcases my ability to overcome challenges, enhance client interactions, and contribute to both personal and company-wide success.

### Insurance Agency 2014-2015

#### Customer portfolio manager and sales representative

- Managed and expanded a diverse customer portfolio, fostering long-term client relationships.
- Strategically identified and capitalized on sales opportunities, consistently achieving or surpassing sales targets.
- Developed and delivered persuasive sales presentations, effectively communicating product features and benefits.

## Contact

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## Skills

- Sales and business development
- Negotiation and objection handling
- Customers relationship
- Strategic planning
- Leadership and management
- Decision-making and problem-solving
- Multi-tasking

## Tools

- Microsoft Office
- Strong proficiency in Excel
- ERP system
- Priority

## Education

### "Afeka" College | 2017 - 2019

B.S. degree in Industrial Engineering and Management

## Languages

Hebrew | Native  
English | Professional

### **Military Service:**

2010-2013

Commander in a combat unit, overseeing and leading a team of soldiers, demonstrating exceptional organizational and communication skills.

- Successfully manage all company projects, from sales to execution, with budgets of millions.
- Collaborate with electricity companies, installers, contractors, and project managers.
- Expertly handle interactions with authorities to secure licenses and permits for projects.
- Oversee project payments and manage communication with various funding entities.
- Established projects across the country, ranging from Eilat to Metula, encompassing both low and high-voltage installations.
- Over the years, I have achieved remarkable success in closing deals with clients, amounting to millions of USD.

### **Food Product Stands Entrepreneur:**

Self-Employed

2016-2017

- Conceptualized and established successful food product stands in high-traffic shopping centers, delivering exceptional customer experiences.
- Managed a team of workers, overseeing hiring, training, and performance evaluations.
- Drove sales strategies, resulting in consistent revenue growth and exceeding targets.
- Handled all aspects of reservation management and customer service to ensure seamless operations.
- Established and maintained strong relationships with suppliers, negotiating favorable terms and managing inventory.

## **EDUCATION**

2007-2010

High School Graduation with Excellence,  
Kiryat Sharet High School, Holon.

2017-2019

First two years of a B.S. degree in  
Industrial Engineering and Management  
at "Afeka" College