

Dan Moradian

Account Executive

CONTACT

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LANGUAGES

- Hebrew- mother tongue
- English- mother tongue level (speaking, reading and writing)

EDUCATION

FX- Risk Management Diploma- Gamma Impact -2022

Financial management Diploma- Psagot Academy -2020

CTM-ED Diploma- NESS Technology 2014-2015

High School- "YBAR" 2013-2015

MILITARY SERVICE

Paratroopers Division

Senior Sargent-

- 010 training- Exceptional Diploma
- Develop and execute classified operations
- Working with senior ranks

Staff Sargent-

- Responsibility and management of 30 combat warriors
- Working under high pressure and difficult times

JOB EXPERIENCE

- Oct 2022 - Present **Account Executive**
Okoora- Fintech company
- Executed end-to-end SaaS sales cycles, encompassing client onboarding, up sales, retention, and renewals, consistently exceeding KPI's
 - Collaborated seamlessly with cross-functional teams, including marketing, product, legal and operations, to ensure customer success and align sales efforts with overall business objectives
 - B2B account management and consulting experience working with C-level and stakeholders
 - Developed and implemented effective sales strategies, managing diverse customer portfolios with a focus on surpassing sales targets
 - Manage the relationships with clients from both business and operational aspects
- Apr 2022 - Oct 2022 **Account Executive**
Antelope Systems
- Dealing with the full IaaS sale and guide prospects through the buyer's journey
 - Manage a pipeline of inbound and self-sourced leads
 - Ongoing work with the SDR & BDR department
 - Onboarding hot and cold leads from different regions (EMEA, Americas)
 - Educate and guide prospects through the buyer's journey
- Jun 2020 - Apr 2022 **Senior Account Manager**
TradeO
- Research and explore lead generation sources
 - Provide market research and assist with high-severity cases and inquiries
 - Train and educate new account managers
 - Provided research for new marketing strategies
 - Work and interact with all the internal interfaces
- Dec 2019 - Jun 2020 **Account Manager**
TradeO
- Identify high-value potential clients and find creative solutions to increase and maximize the sale
 - Retaining customers and bringing them to their full potential
 - Converting old clients back to consume the company services