

# YOTAM WOLFE

## SALES MANAGER

### PERSONAL INFO

Tel-Aviv, IL

054-7990252

yotamm23@gmail.com

linkedin.com/in/yotamwolfe

U.S CITIZENSHIP

### SKILLS

Ability to identify and provide

the customer needs.

Creative problem solver.

Highly engaged.

Self-motivation.

Multi-tasking.

Time management.

Attention to details.

Customer service Oriented

### LANGUAGES

HEBREW - Native

ENGLISH - Fluent

SPANISH - Fluent



### SUMMARY

A **highly motivated**, Fast learning, self-driven team player with a **closer mindset**.

Looking for a new challenge in sales and business development where I can utilize my skills, knowledge and experience



### WORK EXPERIENCE

**2021-current**

**Sales & marketing manager**  
Restigo

**Managing** sales funnel from lead generation to PO execution.

**Developing** and maintaining relationships with customers.

**Achieving** growth and hit sales goals by successfully managing sales processes

**2020-2021**

**Sales development representative**  
Vcita

**Creating** target prospects lists and penetrating key accounts.

Daily follow up on inbound marketing leads and identify qualified opportunities.

Cold calling into prospects generated by a variety of outside sources.

**Identifying** key players, research, obtain business requirements and present solutions to begin the sales cycle.

**2019-current**

**Sales Director**  
XYX (Financial Market)

**Managing** 2 teams of 10 sales representatives each, including sales team Leaders.

**Motivating** and inspiring the sales reps and team leaders to meet the targets.

**Establishing** new sales methods in order to maximize the profits from sales.

**Implementing** CRM to maximize sales reps efficiency.

Constantly exceeded monthly team quota.

**2018-2019**

**Sales Rep / Sales Team Leader**  
XYX (Financial Market)

Within 6 months became team leader (10 reps).

Closing leads for other reps & Responsible for upsales.

Surpassed both personal and team monthly quotas.

Award for Q2 top sales rep

**2016-2018**

**General Manager**  
22 Bar-Restaurant

Sales training: increasing patron consumption.

Employee qualification and training.

**Negotiation with suppliers.**

Responsible for daily running of the restaurant.

**2014-2016**

**Sales Manager**  
Apollo 1

Front-line sales manager.

meeting sales target weekly.

Trained entry-level sales representatives.



### EDUCATION

**2016 -2019**

**Ono Academic**  
Bachelor of Marketing & management



### MILITARY SERVICE

**2009-2012**

**AIR FORCE**  
Commander in Iron Dome

Commanding over 100 soldiers