

Contact

Phone

+972 (53) 7162235

Email

hagana941977@gmail.com

LinkedIn

[Aizek Osipov](#)

 [Contact preference via WhatsApp](#)

Education

2007-2010

Bachelor's Degree in Economics

University of Haifa

2023

Real Estate and Real Estate Brokerage Studies

2023

Mortgage Consulting

Expertise

- Business Development
- Business Scaling
- Digital Solutions
- Business Process Automation
- Launch Strategies
- Agile Project Management
- Team Management
- Coaching & Mentoring

My projects

-  BankimOnline
-  IT Studio
-  TechAdvocate
-  TechRealt

Language

Russian

Hebrew

Military Service

1995-1998

Sapper Troops

Aizek Osipov

Chief Executive Officer / Chief Operating Officer / Chief Business Development Officer

As an experienced business development specialist, my expertise lies in several key areas:

- Business development and support;
- Business transformation into automated environments;
- Business scaling through franchise sales to branch management partners, both domestically and internationally;
- Implementation of digital solutions with clean code and high-level UX/UI, resulting in boosting conversion rate from 5-7% to 35-40% and reducing sales department expenses;
- The development and implementation of administrative panels aim to streamline business-client interaction and improve collaboration transparency;
- Creating efficient business processes and action protocols to optimize and expand company departments;
- The recruitment and training of project managers and UI/UX designers; recruiting front-end and back-end developers and franchise sales directors to expand business.

Experience

October 2020 - December 2023

Mortgage Comparison Ltd., Israel

○ Executive Director

In recent years, I focused on developing an online service that allows users to independently compare mortgage programs, obtain favorable mortgage and loan terms from partner banks. During my tenure:

- An IT team was assembled to create unique software with clean code for quick mortgage and loan calculations and refinancing;
- A user dashboard has been developed for online interaction with partner banks to obtain favorable mortgage or loan conditions and refinance mortgages;
- The administrative panels were created to accommodate both partner banks and internal company processes;
- Through franchise sales, business scaling plans were developed to open branches that serve clients with banking history issues or problems.

Simultaneously, I led the development of the projects in LegalTech and RealTech.

January 2014 – June 2020

Financial Security LTD, Israel

○ Executive Director

Financial Security is a company that focuses on providing services for selling life and health insurance policies, tax refunds, and assisting with medical benefits.

The following results have been achieved due to my unique business development methodology:

- Ensuring annual revenue growth by 40% and profitability by 30%;
- Creating a complete cycle of business processes, starting with the launch of the office from scratch and hiring professionals to provide comprehensive customer support;
- Establishing a telemarketing department to attract new customers and expand the customer base;
- Establishing a sales department that is easy to operate and has experienced staff who are capable of working effectively with clients.

Personal Achievements:

- Successful business launches and scaling cases;
- Presenting lectures on the topics of business development and scaling;
- Managing large IT teams;
- Producing IT products from scratch and establishing them as businesses.

Please contact me on [WhatsApp](#) to schedule an appointment.