



# SACHLAV SEGEV

## SUMMARY

Exceptional communication and interpersonal skills, adept at collaborating with cross-functional teams to achieve organizational objectives. Committed to driving employee engagement and organizational growth through strategic HR initiatives.

## PROFESSIONAL EXPERIENCE

### **Account & Placement Manager**

Matrix DNA | 2022- 2024

- Responsible for HR disciplines including onboarding, termination, payroll, benefits, employee relations and terms of employment
- Collaborated with hiring managers to identify the best potential candidates
- Managed a database of job seekers and open positions, ensuring accurate and up-to-date information for efficient matching processes
- Assisted with onboarding processes for new hires, including paperwork and orientation sessions
- Supported the HRBP department with various aspects, aimed at improving employee engagement, connections, and retention

### **Account Manager**

Opisoft LTD | 2021- 2022

- Initiated and maintained partnerships with the tech recruitment community
- Managed the full recruitment lifecycle, from job requisition to offer negotiation, for various customers
- Lead a small recruiting team, emphasizing collaboration and effective communication
- Sold Opisot's solutions to various customers (both Enterprise and SMB) across different regions and sectors, while owning full responsibility on the process

### **Sales Manager**

Elad group | 2019- 2021

- Lead and manage the academic journey of over 150 students across three primary programs (UXUI, Graphic design and product management)
- Identified and engaged potential clients, effectively managed leads, negotiated and closed sales, and built enduring client relationships.
- Collaborated with marketing and design teams in order to run impactful ad campaigns
- Managed and oversee advertising and promotional activities (budgets, copy, ads, channels, etc.)
- Successfully reach yearly individual sales goals of 3.5M

## EDUCATION

### **College of Management**

M.A. in Organizational Consulting and Development  
2018 – 2020

### **The Max Stern Yezreel Valley College**

B.A. in Communications  
2014 – 2017

## LANGUAGES

- Hebrew- mother tongue
- English- Fluent