



# Ygal Goldman

## About myself

My name is Ygal Goldman. I am experienced, professional, tech-savvy, and focused on translating data into actionable-ideas. I am proud of myself as a being team player and of my ability to think outside the box; additionally, I am a hard working and self motivating man. I am looking forward to new challenges and new experience.

## Contact

### Phone

0508251558

### Email

ygalgoldman@gmail.com

### Address

Rishon Lezion Rothschild 129

### Date of birth

11/04/1988

## Education

2006-2008

**Electrical Practical Engineer**  
Ort

2012-2013

**Psychology**

Open University  
Psychology courses

2021-2022

**Programing**

Programing with a focus on Python  
I study full coding course basic and advance

## Expertise

- Risk management
- Management analysis
- Strong understanding of software development
- Project management
- Leadership
- Cold calling and prospecting
- Risk evaluation
- Deal negotiations
- Consultative B2B and B2C sales
- Salesforce and other CRM technologies
- Strategic sales and Business planning

## Experience

○ 2013-2013

**Albar**

**Driver**

○ 2013 - 2015

**Trade 24**

**Account Manager**

I managed clients' portfolios, provided service, helped with the trading process and understanding of the platform. I also explained and guided through financial markets and risk management. I consistently met my short and long-term targets.

**Senior Account Manager**

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**Manager of the clients relation department**

Il managed a team of retention representatives. My main responsibilities were: to set up personal goals for the agents, to motivate them to achieve their goals, I Trained, coached, and supervised new staff members.

○ 2015 - 2017

**O&E Trade**

**VP Sales**

My responsibility was to help the company with business expansion which included opening new offices in Europe. During this time I also researched the potential market, recruited new employees, educated and trained new recruits, managed various business departments, dealt with local authorities and laws.,

# Language

Hebrew-Native

Russian-Advanced

English-Native

Ukrainian-Elementary

○ 2018-2021

## XYX Techmedia

### Senior Analyst

Performing financial Markets analysis with focus on translating data into actionable-ideas, issuing trading signals for clients,providing education and trading courses for new employees, writing content for webinars, performing live webinars for clients and employees, risk management and exposure for the company.

### Head of the analyst department

My job was to monitor trading activity of the department, to improve qualitative and quantitative metrics, to translating data into business actions, to motivate and mentor the analyst, set up short and long term goals and to help the team reach their goals.

○ 2021-2022

## Broadtech

### Chief Dealing

I was responsible of determining trading conditions of the clients, active monitoring of trading activities in order to spot abnormalities and risk management, working with various department in the company for promotions marketing and support, monitoring team of traders and providing solutions for problems

○ 2022-2022

## Ecom

### Sales Manager

under my responsibilities was to hire new employees educate them,setting targets for the sales team making morning briefs and motivation speeches, teaching sales techniques and closing clients for the team,building long term business growth plan for the company

## Reference

Reference will be provided on request

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