

# Marcos Sivan



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«Everything that is really great and inspiring is created by the individual who can labor in freedom. » Albert Einstein

## EDUCATION

**Reichman University.**

**July 2016-January 2019. Herzlyea, Israel**

**Bachelor of Arts (B.A) in Business Administration, Finance**

- Conducted financial research about competitive and non-competitive pay among executives and the influence it has in overall market performance.
- Studied abroad at the University of Birmingham, United Kingdom. Completed tutorials in Politics, Managing in B2B Markets, and in Operations Management
- Graduated with a GPA of 86.45

## RELEVANT EXPERIENCE

**Jeeng Inc. (On-site).**

**March-June 2018. Tel Aviv, Israel**

**Market Researcher**

- Analyzed and evaluated economic and business trends which helped the start-up make investment decisions.
- Identified potential opportunities for growth (via LinkedIn and Expos.) which contributed to a 1.2% client base expansion.
- Prepared weekly reports (Microsoft Excel and PowerPoint) for management and potential stakeholders to take investment decisions.

**Roosevelt. (Remote).**

**July 2018 – September 2019. Mexico City, Mexico**

**Operations Analyst**

- Renegotiated contracts with suppliers from China which lead to a consequent revenue increase due to lower production costs.
- Built long term partnerships with clients and suppliers.
- Revaluated constantly fashion trends and demand in the wholesale clothing industry.
- Improved budget development and reporting processes by implementing a dashboard system to communicate key performance indicators (KPIs) and insights to directors and stakeholders.

**Zotapay Technology Pte Ltd. (Hybrid).**

**October 2021- December 2022. Tel Aviv, Israel**

**Compliance & Risk Specialist**

- Analyzed and cross-examined client's information through KYC/AML procedures.
- Received and reviewed applications of merchants interested in Zotapay's digital payment solutions.
- Conducted internal audits for new and existing merchants, including underwriting processes, bank account confirmations, and updated document collection,
- Worked closely and collaborated with Customer Support, Finance, Risk, Sales, and Retention departments.

## SKILLS

- **Technical Skills:** SalesForce, Excel, Microsoft Office, Slack, Google Suite, Zoom, Risk Management, Content Creation, Google Analytics, Logistics
- **Soft Skills:** Detail Oriented, Problem-Solver, Creative, Organized, Analytical Thinker, Fast Learner, Avid Reader, Teamwork
- **Languages:** Native Spanish, Fluent English, Conversational Hebrew

## ADDITIONAL

- Online Stock Trading Course (February – April 2020)
- Real Estate and Stock Market certifications in Psagot College, Israel. (2016)
- Culinary course at Danon School in Tel Aviv (October 2021 - January 2022)