

- Procurement Manager, with proven experience managing a global supply chain for defense companies
- Plan and manage large-scale budgets, end-to-end leadership of infrastructure, HW & communications projects
- Skilled in identifying suppliers in Israel & abroad, negotiating, preparing tenders & contracts and reducing costs
- Matrix management, work in multicultural environments, drive operational excellence & streamline processes
- Strategic & systemic vision, develop and implement work processes, tech savvy, excellent personal communication

#### Professional Experience:

2021-Current: **Procurement Manager, Avnon Group Defense & HLS Solutions Provider**

- Manage purchasing, logistics and a global supply chain; Report to VP of Purchasing
- Build and manage an annual budget of ~\$100 million, define and meet budget goals
- Lead large projects, build, manage and monitor timelines & budgets, manage teams and subcontractors
- Identify, manage and monitor a network of suppliers / subcontractors in Israel, USA, Europe & the Far East
- Manage complex negotiations with leading companies & government offices, including Ministries of Defense
- Lead tender processes and negotiations with suppliers, define terms, improve contracts and reduce costs
- Matrix management of a professional team, lead weekly meetings, monitor adherence to procedures
- Participate in meetings with customers to identify and meet purchasing needs
- Manage end-to-end import processes, responsible for the safe transport of hazardous materials
- Ongoing work with Regulation Authorities – the Standards Institution of Israel, Ministry of Agriculture, etc.
- Manage and monitor inventory, develop customized software to monitor purchase and price histories
- Streamline processes, develop and implement work methods and software
- Build and analyze financial reports; Work with: Priority, Excel, SQL, Python & Power BI

2018-2021: **Marketing Manager, National Sales, Udi Dagan Insurance Agency**

- Develop business opportunities, implement sales strategies and lead a national sales team
- Identify and develop strategic partnerships; Increase revenue by 40%
- Prepare sales and service reports, analyze data to improve efficiency and success rates
- Work with Excel, CRM, and Power BI

2016-2018: **District Sales Manager, Audi division, Champion Motors**

- Responsible for purchasing, sales and service; Manage the department budget and build work plans
- Manage a fleet of vehicles, purchase new vehicles, oversee repairs and order replacement parts
- Maintain ongoing communication with Audi offices in Germany

2012-2016: **Call Center Manager, Madanes - Insurance Agency**

#### Education:

2021-2022: Big Data Analyst Course, John Bryce

2017-2019: M.A. in Middle East Studies, Tel-Aviv University

2013-2016: B.A. in Middle East Studies, Tel-Aviv University

**Tools and Technologies:** Priority, CRM, SQL, PowerBI, Python, MS Office (Excel, Word, PPT)

**Languages:** Hebrew – Native Language, English – Fluent, Arabic – Proficient

**Military Service:** Mandatory and Permanent Service, Air Force (2008-2013)