Lian Oz

CONTACT:

Email: mrslianoz@email.com, Phone: +972533407031, City: Tel-Aviv, Year of Birth: 1996

Computer Science student currently 3rd year , have deep knowledge in OS systems ,analytical & technical skills and programming languages as well with a sales experience over 5 years such as meeting sales targets, growing client needs, and achieving company goals. Eager to apply my expertise ,developing strong relationships, and apply my skills.

WORK EXPERIENCE

2022 – Present: Software - Sales Representative
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Worked with potential clients, estimating contracts and presenting various add-on services
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Coordinate sales effort with team members and other departments

2021 – 2022: Insurance - Technical Support
- Diagnosing software or hardware faults and solving the issues over the phone or in person.deal directly with employees that have technical problems.
- Testing and evaluating new technology.
- Diagnosing and solving hardware or software faults.
- Proficiency in Mac/Linux/Windows OS.
- The capacity to work well within a team.

2019 – 2021: Computers & Cellular - Sales Representative
- Provided expert customer service, resolving client issues and complaints within 3 days.
- Mentored and trained 6 new hires in procedures, sales best practices, and computer systems.
- Implemented junior sales associate training seminars, resulting in a 33% efficiency increase.

2017 – 2019: Teleprocessing Corps - Electronic Technician
- Monitor and report on project progress.
- Test system functionality and analyze data.
- Update reports and maintain inventory.
- Collaborate with engineers and other professionals on technical tasks.

EDUCATION

2020 – Present: HIT - Institute of Technology - Bachelor of Science, computer science
Relevant courses: C, C++, Python, Data Structures, Linox, SQL , Excel and More

Languages: English: Fluent | Hebrew: Fluent | Russian: Basic