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PROFILE

My name is Shaily Lev. I have been working for the past 20 years in a small High Tech Company in Tel Aviv . for the past 17 yrs I have been working in the Sales Department. in charge of sales growth , hitting sales targets and working on the entire sales process- from lead to award. In addition, working with the accounts to ensure more sales opportunities and customer satisfaction.

WORK EXPERIENCE

Synergy Integration
Sales/Account Manager
2007-

Sales manager at Synergy integration, Managing the commercial and operational aspects of the sale processes.

Create and manage the sales funnel- creating new lead and qualifying them

Negotiate commercial terms and contracts-NDA, proposals etc.

Develop and maintain all relevant sales workflow (Custom demos, Presentations, RFPs, RFQs, Pricing model etc.)

Working relations with international vendors at high roles.

Provide accurate forecasting, pipeline sales activity in SalesForce CRM.

Help develop sales operations and organizational processes to streamline sales efforts.

Finding new business opportunities and resellers according to company's growth strategy.

Synergy Integration

Training & Events Coordinator
February 2005 – December
2006

Responsible for executing of all company's events.

Leading participation in tradeshows locally and international.

Managing all the training and seminars provided by company's engineers.

Preparing all technical and documentation for the training.

EDUCATION

Tel Aviv University

MA in Cognitive
Psychology
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Bar Ilan University

BA in Psychology
Graduated with excellence.

Other skills

- Super well-organized with great process and time management skills
- A Team player with ability to work independently.
- Service-oriented with strong customer relationship/communication skills
- Excellent IT & Excel skills, WORD, PPT.
- High experience with CRM-SFDC.
- Professional written and communication skills in English (mother tongue level)
- Strong computer and internet skills