

Ron Gafni

Technical Support / Pre Sales / Account manager

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Looking for a Technical Support / Presale / Account Manager position.

Strong experience supporting world-class UAVs/Drone/Missile manufacturers integrating stabilized cameras for Aerial platforms, both from leading Israel's HLS industry to major customers and service providers such as the US Military, Navy and HLS forces world wide, troubleshooting large flow of cases in all disciplines either for support or large scale orders.

Multi discipline background in Support, Sales, Software R&D and SQE (Cyber familiarity: A&A test design, cryptography alg.)

Dedicated, results oriented and goals achiever, proactive, driven to quality, customer satisfaction and product success.

Work History

2022/05 - 2024/01

Technical Support - Presale (Israel / Global)

NextVision Stabilized Systems LTD, Raanana

Supporting stabilized cameras with on board computer integration on the aerial platforms to leading UAVs/Drones manufacturers & operational units, from presale, design, integration and troubleshooting of camera control and AI video tracking, object detection and calculations, compressed and transmitted to the Ground Station control unit over IP/Radio Link (based on open source MissionPlanner, QGC, and HereLink, SkyDroid devices)

The cameras provided stabilized compressed video with DAY/IR channels using Mavlink based protocol providing ground crossing GPS calculations provided from the camera and the platform AutoPilot's INS.

Troubleshooting included software solutions (air unit integration, camera control tools, 3D mapping guide), R&D for new features (military standards and protocols e.g. ATAK), camera's hardware, mechanical issues and retracting devices, performance (DRIs) and compliance with specifications.

Supported HLS customers: Elbit (Autonomous, Robotics, Aerial), I.A.I. Elta, Mafat, Rafael, IDF(special forces), MoD., Aeronautics, Copterpix, HeavenDrones, US Mil./ Navy cont., Lockheed M., EasyAerial, Kraus aerospace, Anduril...

2009/04 - 2022/04

Business Owner, (Sales, Marketing) Aerial Photography, Publisher

2004/02 -today

SkyPics, Gaash

Sales, Aerial Photography and Publishing company, serving all types of market branches and major brands of High-Tech, Government, HLS, Academy, Healthcare, Agriculture, Educational, Cyber Industries, לקוחות לדוגמא: אלביט, סיב"ט, קמ"ג דימונה ושורק, מ. רוח"מ, מ. הבטחון, תחבורה, צה"ל, ח"א, מודיעין, משטרה, בתי"ח, אוניברסיטאות, קוקה-קולה, אורבוסק, טכניון, אונ. תל אביב, HP, חברות מכל המגזרים

2006/03 - 2009/03

Software developer, Engineering Services

Sun Microsystems (ORACLE today), R&D center, Herzliya

Porting the JAVA platform (J2ME, later Android) into Mobile embedded devices

Team lead for the Java Application. Management System - a Java application managing the mobile's applications on the device, interacting with the phone API and functionality (Applications, Media, Security, Contacts, Network...)

1998/12 - 2006/03

SQE R&D Team leader

Sun Microsystems (ORACLE today), R&D center, Herzliya

Tech Lead and innovator of the testing tool of Java to mobile Devices Testing Suite ("JDTS") .

Test Planning for mobile capabilities, and performance of all types (Security - A&A, network, UI, OTA, System, Graphics, GPS, Stress, Compatibility, black box, ...)

JDTS was bought by major Mobile Providers and Operators (Vodafone, Nokia, Sprint, DoCoMo...)

2001/04 - 2002/03



"Java for Real-Time" Project , SQE Lead

Sun Microsystems (ORACLE today), R&D center, Herzliya

IBM - Sun "Java for Real Time" project, converting the Java VM to be preemptive and able to perform critical mission tasks (modifying JAVA threads, changing garbage collection algorithms)

1997/10 - 1998/06

Customer Support Engineer

Orad Hi-Tech inc., Kfar-Saba

World Wide On-Site installation, training and support of Video virtualizations for TV broadcasting

Education

1995/10 - 1998/11

Computer Science, B.A.

Academic College of Tel Aviv - Yaffo, Tel Aviv

1994/09 - 1995/06

Pre-Academic School, Pre Academic matriculation studies

Tel Aviv Univ., Tel Aviv

1982/09 - 1988/06

Math-Physics, matriculation

Ramot Hefer, Maabarot

Skills

UAVs familiarities:: PixHawk AP, Mavlink protocols, MissionPlanner, QGC based software

Software programming:

JAVA, C, Python, C++, UNIX, Linux shell scripts,, SQL, mySQL, Oracle servers & DB,

Cryptography: Authorization & Authentication, mobile phone policy, known algorithms,

Testing practices : Robustness, blackbox, system, sanity, stress ,boundaries, UI, Manual, network, security policy, authorization & authentication,

Common tools: Wireshark, bugzilla - bugtrack, CRM tools,

Marketing: B2B, B2G, product vision meeting market requirements

Army:

IAF, Tank officer, Instructor at "Bahad 1" , (Kamanim res. course + סיור בטחוני)

Languages:

Hebrew, English, Spanish

Hobbies

Play lots of Tennis, Flying and Aerial Photography, Sailing