



Niv Goomai

SALES

Profile

Experienced and self-motivated Sales Manager with 6 years of experience in diverse markets with high interpersonal skills for creating long-term relationships with clients. A strong leader with the ability to increase sales, develop strategies to retain customers, achieve goals, escalate revenue gains, and advance the sales cycle of the company.

During my work, mainly in the early stages of startup companies, I have demonstrated high management and leadership skills, leading complex processes and real-time trouble-solving as well as creativity and commitment to quality performance and increasing profits.

While enjoying being challenged with aggressive growth goals, my duties required me to take responsibility, to withstand pressure, to provide answers to a large number of factors simultaneously, and to think creatively.

Employment History

Real Estate Investor

OCTOBER 2022 – DECEMBER 2022

- Investing independently in real estate assets in the U.S market

Retail Sales Team Lead , YuviTal

MARCH 2022 – OCTOBER 2022

- Effectively managed and lead a sales team consisting of 3 people to drive company proficiency and success.
- Worked with the mission of the company in mind and served as a dedicated and enthusiastic part of the sales team.
- Streamlined an effective lead process that generated a 25% increase in sales volume.

Sales Manager , YuviTal

2019 – PRESENT

- Managing sales and client recruitment from the early stages of company birth in Israel and abroad
- Growing customer accounts by over 500% a year while increasing revenue and additional profit channels for the company
- B2B2C sales management and customer management
- Work in all types of sales: in-person, phone, email; working with cold and hot leads and created a base of potential leads
- Worked closely with our data analyst team and development team in order to strategize sales and marketing campaigns

Partner and Co-founder , SOL

2018 – 2019

- Partner and Co-founder of a B2B e-commerce company that connects between suppliers and small to medium-sized businesses
- Sales turnover of ILS 200,000 per month
- Establishing a business venture
- Writing business plans
- Working with clients and suppliers - marketing, sales, negotiations

Details

Rishon Le Zion
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DRIVING LICENSE
Yes

Skills

- Communication and Negotiation
- Interpersonal Communication Skills
- Customer Relationships
- Leadership
- Creativity and Innovation
- Adaptability
- Able to Operate Under Pressure
- Time Management Skills
- Multitasking Skills
- Business Development
- Ability to Work in a Team
- Fast Learner
- Project Management
- Computer Skills
- Microsoft Office

Languages

- Hebrew
- English

- Real-time troubleshooting

Regional Manager and Project Manager , Young Entrepreneurs Israel

2017 – 2018

- Ongoing management of approximately 20 mini start-ups
- Increasing the sales turnover by 45% compared to the previous year
- Working with senior executives of various commercial companies as well as executives in government and academic institutions
- · Recruitment and training of students, business mentors, and business partners (HP, Bloomberg, etc')
- Participated in all board meetings and advised on overall strategy
- Production of events - sales fairs, hackathons, regional and national competitions
- Marketing and sales of entrepreneurship programs for schools, municipalities, business entities, and more

Security guard , G4S

2014 – 2017

- Security at the home of the Minister of Agriculture of Israel
- Various security missions for the Minister of Agriculture of Israel

Company Commander , Israel Defense Forces

2011 – 2013

- At the Kfir (infantry) unit
- Command of approximately 100 soldiers and 3 officers
- Management of operational projects and training in the company and the unit
- Awarded first place in the Annual Ranking of Officers in all categories (professionalism, interpersonal relations, performance, etc.)
- Working with a variety of factors and the ability to manage tasks under pressure
- Replacing the company commander and fulfilling his and my duties for three months.

Education

BA, Academic College of Tel Aviv-Jaffa

2014 – 2017

Business, management, and finance, BA

Courses

Nutrition Consultant, Wingate Institute

2019

Fitness Trainer, Wingate Institute

2013

Hobbies

surfing
traveling
nature
most kind of sports activities
cooking