

Dan Moradian

Account Executive

CONTACT



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LANGUAGES

- Hebrew- mother tongue
- English- mother tongue level (speaking, reading and writing)

EDUCATION

**FX- Risk Management
Diploma- Gamma Impact
-2022**

**Financial management
Diploma- Psagot Academy
-2020**

**CTM-ED Diploma- NESS
Technology
2014-2015**

**High School- "YBAR"
2013-2015**

MILITARY SERVICE Paratroopers Division

Senior Sargent-

- 010 training- Exceptional Diploma
- Develop and execute classified operations
- Working with senior ranks

Staff Sargent-

- Responsibility and management of 30 combat warriors
- Working under high pressure and difficult times

JOB EXPERIENCE

Oct 2022
Present

Account Executive

Okooora- Fintech company

- Executed end-to-end SaaS sales cycles, encompassing client onboarding, up sales, retention, and renewals, consistently exceeding KPI's
- Collaborated seamlessly with cross-functional teams, including marketing, product, legal and operations, to ensure customer success and align sales efforts with overall business objectives
- B2B account management and consulting experience working with C-level and stakeholders
- Developed and implemented effective sales strategies, managing diverse customer portfolios with a focus on surpassing sales targets
- Manage the relationships with clients from both business and operational aspects

Apr 2022
Oct 2022

Account Executive

Antelope Systems

- Dealing with the full IaaS sale and guide prospects through the buyer's journey
- Manage a pipeline of inbound and self-sourced leads
- Ongoing work with the SDR & BDR department
- Onboarding hot and cold leads from different regions (EMEA, Americas)
- Educate and guide prospects through the buyer's journey

Jun 2020
Apr 2022

Senior Account Manager

TradeO

- Research and explore lead generation sources
- Provide market research and assist with high-severity cases and inquiries
- Train and educate new account managers
- Provided research for new marketing strategies
- Work and interact with all the internal interfaces

Dec 2019
Jun 2020

Account Manager

TradeO

- Identify high-value potential clients and find creative solutions to increase and maximize the sale
- Retaining customers and bringing them to their full potential
- Converting old clients back to consume the company services