

## PROFILE

A highly motivated, fast learner and success-driven leader with strong analytical and communicational skills. Bringing vast financial & Sales analytics experience in the SaaS B2B industry, in addition to a decade of entrepreneurship experience, running my own business as a designer. I thrive in a stimulating high-paced environment and promote efficiency, accuracy & order. I'm seeking a long term interesting position where I can contribute and grow.

## CONTACT

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Emek Hefer

## SKILLS

- Analysis | Audit | Budget
- Methodological & Detail-Oriented
- Fast learner & Self-Driven
- Curious & Creative thinker
- Strong business acumen
- MS Office | Google Suite
- CRM (HubSpot, Zoho)
- ERP (Priority, Hashavshevet Web)
- Accustomed to learning new systems & apps

## EDUCATION

A.A.S. INTERIOR DESIGN - **HIGH HONORS**  
2010  
Portland Community College, OR, USA

ASSOCIATE OF ACCOUNTING & TAXATION  
1996  
Ha'Michlala Le'Minhal, Tel Aviv Campus

BOOKKEEPING 1+2+3 CERTIFICATE  
1993  
Ginat -Ha'Michlala Le'Minhal, Tel Aviv

## LANGUAGES

Hebrew | Native  
English | Bilingual

## EXPERIENCE



### SALES OPERATIONS & TENDERS MANAGER

Golmat Ltd. | Mar. 2023 - Today

- On unpaid vacation



### SALES OPERATIONS MANAGER

RavenDB | Sep. 2020 - Aug. 2022

- Communicate and support customers requirements and versatile sales inquiries.
- Improve, create and coordinate the sales Operations processes.
- Introduce new inbound sales opportunities
- Own the weekly sales review meetings (present actuals vs. projections).
- Manage the funnel life cycle, revenues forecasting and pipeline management.
- Collaborate with Sales & DevOps teams to solve problems and gain customer success.
- Create & present the monthly & annual reports.
- Perform analysis and deliver insights to the stakeholders.
- Develop pricing models for the On-premise, ISV (OEM) and Cloud products in accordance to product complexity and market specifications.
- Monitor the integration of the company's CRM and ERP (Zoho, Priority, Hashavshevet Web).

#### Key Achievement:

2021 | **27% Annual Sales Growth**



### CLINICAL OPERATION MANAGER AT LOGISTICS

MSD (contracted by Labcorp) | Nov. 2019 - May. 2020

- Supervise and monitor the ongoing local logistics processes to ensure hospitals' sites are well equipped and ready for the clinical studies/ trials.
- Responsible for ensuring that the supply chain is efficient and effective throughout the organization.

Anat-Chen Levinger  
052-3525145

### OWNER & FOUNDER

Anat-Chen Levinger Planning & Design | 2010 - 2019

- Plan and design residential commercial spaces.
- Supervise and manage projects from A to Z making sure executed to plan.
- Build the budget and budget control (Planning vs Actual).
- Engage with customers, contractors, suppliers, carpenters, etc.

#### Key achievement:

2009 | **1st Place Award** in Kitchen Design category  
IIDA / ASID Student Design Competition



### SENIOR ACCOUNTANT

NCR Retail (formerly Retalix Ltd.) | 2000 - 2004



### SENIOR BOOKKEEPER

Top Image Systems Ltd. | 1998 - 1999