

# Yacov Medina

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## About me

I approach my roles with responsibility and patience. My proactive attitude and strong work ethic drive me to quickly acquire new skills grasping new concepts and technologies.

I am eager to leverage my knowledge and to contribute to automation, scalability, and efficiency. As a team player, I value collaboration and a positive work culture growth-oriented environment. As a native English speaker and American citizen, I am fluent in both verbal and written communication.

## Work Experience

### Customer Success Manager, DOCTOR-clinix 2022-2023

- Aligned closely with the development team to understand customers' unique requirements and effectively meet their needs.
- Cultivated strong relationships with clients, delivering attentive and personalized customer service that exceeded expectations.
- Conducted engaging demos and crafted compelling proposals, leading to successful client onboarding and cross-selling products.
- Managed a diverse and substantial client portfolio, ensuring high levels of satisfaction and retention.

### Account Manager and Sales, Passportogo 2017-2022.

- Optimized application timetables for larger groups by finding solutions for various circumstances.
- building legally sound applications for clients.
- Consistently surpassing monthly sales.
- Successfully marketed and sold legal services or obtaining foreign citizenships.
- Using communication and negotiation skills to facilitate seamless transactions and customer satisfaction.

## Education

### Decoding DevOps Course, Udemy 2023

- Gained expertise in Linux, and command line tools, networking concepts and AWS cloud platforms.
- Gained hands-on experience with various tools and technologies including Vagrant, version control systems, Jenkins, Ansible, Docker, and Kubernetes.
- Including scripting for automation of administrative tasks and OS operations
- Understanding of DevOps processes and methodologies, including continuous integration and delivery
- infrastructure as code (IaC) tools
- Completed projects that involved continuous integration and delivery, configuration management, and cloud automation.

### Complete Python Pro Bootcamp, Udemy 2022

- 100 days of python code, including Selenium Web Driver, working with RESTful APIs, Authentication and SQL databases.

### Fullstack development, Netcraft Academy 2019

including JavaScript, HTML, and CSS and web development frameworks as React.

## Programming Languages

- Python
- Bash
- JavaScript
- Html

## Frameworks

- Git and GitHub
- Jenkins, Ansible
- Terraform
- Docker, Kubernetes

## Languages

**English** – Fluent (American Citizen)  
**Hebrew** – Fluent (mother tongue)

## Tools

- AWS
- RESTful APIs
- CI/CD Pipeline
- OOP

## Skills

- Sales and negotiation
- Teaching and presentation
- Team player

## My Portfolio

<https://myacov.github.io/>

**My GitHub**

<https://github.com/myacov>