

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, Passportogo 2021-2022.

- Optimized application timetables for larger groups by finding solutions for various circumstances.
- building legally sound applications for clients.

Sales Agent, Passportogo 2017-2021.

- 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.

Teacher, Self-employed 2015-2018.

- Provided frontal lessons in Math, Physics, and English to students Ages 6 - 18 in a positive learning environment.
- Conducted engaging lessons in Mathematics, Physics, and English with inclusive teaching methods for students with learning disabilities.

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 for 2023, 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/>