Sam Wahab

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* **Dedicated, proactive media manger professional** with a versatile commercial toolkit developed while providing significant revenue generation, project leadership and process improvement in demanding environments.
* **Enhances performance, strategy and profit;** drives ‘big picture’ positive change with in-depth delivery of technical and business analytical detail and astute communication skills.
* **Creates new services, wins new clients** and leads cohesive teams; builds rapport with stakeholders at every level.

Education

* **B.A in business administration major, Theatre and acting in front of the camera minor,** The Academic College of Tel Aviv, Tel Aviv - Yaffo 2010 - 2013
* **DALF C1**, certificate from republic of France 2009
* **Graduated with Human science Major,** Latin Patriarchate School, Jerusalem, 2008

PROFESSIONAL EXPERIENCE

**Total Media Solutions**, Tel Aviv: Publisher Sales Manager July 19 – Present  
[www.totalmediasolutions.com](http://www.totalmediasolutions.com)

Total Media solutions a Google certificated publishing partner providing a wide range of services and ways to increase the ad revenue of a publisher whether with display ads, video in-stream, out-stream and native.

Working with O&Os and App owners.

**Taptica International**, Tel Aviv: Media Performance Manager December 16 – May 19  
[www.taptica.com](http://www.taptica.com)

* As a Media Manager I am responsible for prospecting and growing the numbers of publishers, advertisers, Networks and affiliates.
* Working on both sides as an advertiser and a publisher.
* Contract monthly advertising campaigns with ad networks and external publishers.
* Recognizing new opportunities and conduct high level negotiations.
* Providing CPL, CPA and CPI offers.
* Monitor, optimize and analyze ongoing advertising campaigns.
* Working s2s via links / API integration and smart links.
* Joined the “affiliate world Asia” conference AWA in Bangkok last December 17.
* Work closely with Campaign Managers to enhance the advertiser's performance and vice versa.

**Netvertise**, Tel Aviv: Sales Team Lead March 14 – November 16  
[www.netvertise.com](http://www.netvertise.com)

* Managed sales teams call in Haifa, Egypt, Jordan and the Philippines.
* Trained all agents and shift managers with daily monitor.
* Relocation to Egypt for five months.
* Interviewed employees.
* Worked directly with the CEO with daily reports and process.

Extra Curricular

* **Volunteering for Adamamaecological and agricultural lifestyle, Nir Moshe:** a community charity; delivered workshops tours and alternative culture events.
* **Languages:** Fluent English, Hebrew and Arabic with intermediate French.
* **IT Skills:** Excel with pivot tables, VLOOKUPs. PowerPoint, MS Project, AdSupply, Google Analytics, Social Media, Ply media, Echo, Sales Force.