

# STAV RABINOVICH

## SALES EXECUTIVE

### CONTACT

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### LANGUAGES

- Hebrew (Native)
- English (Fluent)

### TECHNICAL SKILLS

- Salesforce
- VBA
- PipeDrive
- Microsoft Office
- CRM
- ERP
- Python
- eCommerce
- SEO
- PPC
- Social Media and Content Marketing
- Google Workspace

### PROFESSIONAL SKILLS

- SBD
- Strategic Sales Planning
- Time Management
- Team Leadership
- Creativity & Problem Solving
- Onboarding & Training New Clients

## PROFILE

25 years old with a proven record of delivering results, building strong relationships, and excelling in dynamic environments. Skilled in problem-solving, strategic thinking, and adapting to new challenges with a focus on growth and success.

## WORK EXPERIENCE

- FREESBE** 2021 - 2024  
**Account Executive**  
**Brands: Infiniti, Cherry**
  - Sold the highest number of loans among all employees at Freesbe in 2023.
  - Increased sales of INFINITI by 60% year over year.
  - Achieved 130% of annual sales targets for CHERY.
  - Achieved a 41% conversion rate on quotes, consistently turning prospects into successful sales.
  - Sold vehicles, financing, insurance, and accessories, consistently exceeding sales targets.
- KONIMBO** 2024 - PRESENT  
**Account Executive**
  - Consistently achieved sales targets while maintaining high standards of client satisfaction.
  - Built strong client relationships and successfully negotiated deals, contributing to long-term client retention.
  - Applied SPIN and Challenger Sale techniques to address client needs and close complex sales.
  - Managed sales processes for customized eCommerce store setups, ensuring successful delivery of client solutions.

## EDUCATION

- The Open University** october 2024 - PRESENT
  - Dual degree in Economics and Computer Science.
- Kiryat Sharet High School Campus** 2015-2018
  - Major in Athletics
  - Graduated with a full matriculation certificate
  - completed 12 years of study with honors

## MILITARY SERVICE

- Human Resources NCO (Non-Commissioned Officer)** 2018-2021
  - Ensured soldiers' rights and benefits were met.
  - Managed and maintained personnel records, ensuring compliance with administrative processes.

## ADDITIONAL EXPERIENCE

- International Tennis Player** 2006-2016
  - Vice Champion of Barcelona in 2014.
  - Vice Champion of Israel in 2015 with a peak ranking of 2
  - Developed self-discipline, competitiveness, resilience, and strategic thinking.