

EDUCATION:

COLUMBIA UNIVERSITY, New York, NY, USA
School of Professional Studies 2018
Masters of Science, Negotiation and Conflict Resolution

INTERDISCIPLINARY CENTER, Herzliya, Israel
Lauder School of Government Diplomacy and Strategy, 2009
Bachelor of Arts Government, Diplomacy and Conflict Resolution

EXPERIENCE:

Procurement Lead for the Israel Defense Forces Intelligence Corps
GOVERNMENT OF ISRAEL, MINISTRY OF DEFENSE, New York, NY, USA 2013 – 2018

- Managed and onboarded 6 Affiliate Procurement Analysts for strategic intelligence
- Formulated and Negotiated multi-million dollar contracts for the procurement of software, cyber, communication systems, satellites and surveillance systems
- Awarded *Head of Mission* by the Government of Israel Ministry of Defense for the Year of 2018

Buyer for the Israel Defense Forces Intelligence Corps

- Ensured compliance with the State Department of Defense (DoD) Procurement standards by the Guidelines Foreign Military Financing Commercial Contracts
- Established sources of supply while negotiating prices and managing delivery dates and other commitments
- Responded to critical and urgent parts supply inquiries associated with vendor within the United States and Canadian territories
- Awarded for *Outstanding Performance* by the *Minister of Defense* Government of Israel Ministry of Defense for the Year of 2014

Key Account Sales Manager
PROCTER & GAMBLE (P&G), Tel Aviv, Israel 2011 - 2013

- Managed key account sales in Tel Aviv and the Metropolitan Area markets
- Managed and maintained existing relationships with large distribution partners (affiliates) sales market volume in 30M annually
- Managed the entirety of the business development cycle (sourcing, networking, and closing) large partnerships that align with the group's strategic objectives. **2010-2011**

• **Regional sales manager** for central and south I

Quality Assurance Team Lead
AZIMUTH TECHNOLOGIES, Raanana, Israel 2006 - 2008

- Evaluated pre-operational observation and navigation systems, Surveillance and target attainment systems and battlefield management systems

Military Commander / Captain, Field Intelligence Unit
ISRAEL DEFENSE FORCES 2001 - 2006

SKILLS AND LANGUAGES:

- Fluent in Hebrew, Fluent in English
- SAP Certified, Microsoft Office, MS Project, SQL, Java
- Salesforce Cloud Platform Technology