**Zahi Siman-Töv** *Zahi\_SimanTov@yahoo.com*

### 110 Wall St. | New York | NY | 10005 | 917.200.8414

EDUCATION:

COLUMIBA UNIVERISTY, New York, NY, USA

School of Professional Studies ***Graduation: May 2018***

***Masters of Science, Negotiation and Conflict Resolution***

INTERDISCIPLINARY CENTER HERZLIYA, Herzliya, Israel

Lauder School of Government Diplomacy and Strategy, ***Graduated: May 2009***

***Bachelor of Arts Government, Diplomacy and Conflict Resolution***

EXPERIENCE:

GOVERNMENT OF ISRAEL, MINISTRY OF DEFENSE, New York, NY, USA 2015 – 2018

**Procurement Lead for the Israel Defense Forces Intelligence Corps**

* 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

GOVERNMENT OF ISRAEL, MINISTRY OF DEFENSE, New York, NY, USA 2013 – 2015

**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
* Establishing sources of supply while negotiating prices and managing delivery dates and other commitments
* Respond to critical and urgent parts supply inquiries associated with vendor within the United States and Canadian territories
* Award for *Outstanding Performance* by the *Minister of Defense* Government of Israel Ministry of Defense for the Year of 2014

PROCTER & GAMBLE (P&G), Tel Aviv, Israel 2011 - 2013

**Key Account Sales Manager**

* Managed Key Account Sales in Tel Aviv and the Metropolitan Area markets
* Manage and maintain existing relationships with large distribution partners (affiliates) sales market volume in 30M annually
* Manage 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

AZIMUTH TECHNOLOGIES, Israel 2006 - 2008

**Quality Assurance Team Lead**

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

Israel Defense Forces 2001 - 2006

**Military Commander / Captain,** Field Intelligence Unit

LANGUAGES:

* Hebrew – Read, Write and Speak fluently
* English – Read, Write and Speak fluently
* Spanish – Conversational

SKILLS

* SAP Certified, Microsoft Office, MS Project, SQL, Java
* Salesforce Cloud Platform Technology