**Isaac Siman-Tov** *Zahi\_SimanTov@yahoo.com*

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

EDUCATION:

COLUMBIA UNIVERISTY, 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