Project Manager

**Yonatan Bram**

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**Summary**

* **5 years of experience** as a **Project Manager** with demonstrated history in **development** and **implementation** of multiple **international complex projects** in **technology environment**
* Managed a **full project lifecycle**, with expert knowledge of **cross-functional project management,** building **detail-oriented requirements** and **project plans**, **strategy** and **operations** from scratch
* Vast experience in Identifying and characterizing the **Project's KPI** and needs, acclimatizing work processes and **information systems**
* Both **matrix** and **direct management** of up to **90 people -** financial officers**, program** and **project managers,** instruction developers, andprofessional **team leads**
* Collaborated on **fundraising** and cultivated donor relations, **raising** and **managing a project budget of 5M ILS** annually
* Experience working with **outsourcing** companies and managing **3rd party vendors**, and working **directly** with **foreign customers**
* Excellent **customer service**, consultation, and **relationship-building** skills and experience in **guiding external customers**
* Strong communication and **presentation skills** as well as organizational, research, and **time-management skills**
* I am a **native bilingual speaker** and writer - Hebrew and English.

**Experience**

2021 - 2022 **Senior Project Manager**, Luna Mind

* Led a team of founders and **Tech lead** through **strategic process** in search of commercialization prospects
* **Managed partnerships**; Met with Funders
* **Led product ideation processes**; **led customer discovery processes**
* Drafted market **requirement documents** and **MVPs**
* Represented the company in **international conferences**, leading to **establishment of strategic partnership**

2017 - 2021 **Senior Project Manager**, Tevel b'Tzedek

* **Led development** and **implementation of complex international projects** involving multiple disciplines and diverse expertise
* **Responsibility over staff** of up to **90 workers** and volunteers **abroad**.
* Developed and **Managed a budget** of over **5M ILS**
* Collaborated with **Lay leadership** and **founder** on **fundraising** and cultivating donor relations, **raising 5M ILS** annually.
* Developed and **cultivated partnerships** with donors, strategic partners, academy, suppliers and government agencies. **communicating across organizations** complex visions and processes to ensure **long term partnerships**.
* Establishing and tracking **KPIs** in collaboration with professional management.
* Learned and introduced **new management tools** into the organizational culture.
* Oversight of the organizations’ leading volunteer **training** and **mobilization program**, requiring delicate **team building** as well as rigorous professional standards.
* **Led multiple intercultural teams** through difficult transitions and **complex projects**, through remote management and quarterly **site visits**.
* Worked with Program Managers on **profiling program users** and **adapting marketing**.

2015 - 2017 **Teaching and Research Assistant**, Tel Aviv University, Anthropology and Sociology Dep.

* Taught a course on **Qualitative Research methodologies** for B.A students
* Provided weekly presentations in which students learned to **analyze behavior according to social and cultural context**
* Taught an accompanying class within Introduction to Anthropology
* **Engaged directly with 40-60 students per semester**
* Worked with a leading Professor as a research assistant, with **time management**, conceptual analysis, proofreading, **backlog management** and research group coordination

**Education**

2011 - 2017 **MA in Anthropology**, Tel Aviv University

* Adi Lautman **Interdisciplinary program for Excellent Students**
* Full scholarship program, direct to MA, **GPA of 92**

2007 - 2009 Luis Irizar School for Culinary Arts, with honors, San Sebastian, Spain

**Software**

MS Office - **Excel**, Word, PowerPoint, and **Outlook**; **Monday**, **G-suite**, **Elementor**, Canva, **Agile**

**Military Service**

2001 - 2004 Combat service in Special Forces Unit, IDF

**Languages**

**Hebrew** - native | **English** - native | **Spanish** - proficient | **French** - basic level

**Lay Leadership**

2021 - Present **Board of directors chairman**, Beit Siach for Dialogical Education, Amqa

* Led a complex transition in **management** and **organizational structure**, while maintaining **community engagement.**
* **Strengthened relationships** with **strategic partners.**
* Collaborated with the school headmaster on an overhaul of school **HR policies**, including developing **budgetary solutions** in support of transitions.