12 years of experience with enterprise customers (Cloud / Cyber Security), vast experience in POC's and Pre-sales areas, identifying technical issues and solving them. Proven ability to build and to manage dynamic environments to ensure customer satisfaction.

2019– 2020 **SRE | DevOps Engineer, Bank Hapoalim**

* Hand on experience with container orchestration technologies: Docker Kubernetes and OpenShift. Micro-Services concepts.
* Build & operate Kubernetes and OpenShift logging & monitoring solutions, Grafana Splunk and ELK stack.
* Support the bank development teams.
* Build and release new products versions in Dev/Prod environments.
* Configure and execute CI/CD pipelines.
* Familiarity with CI/CD tools and version control (Jenkins, Git, Bitbucket)

2017– 2018 **Cloud Architect, Oracle**

* Gather the customer Cloud requirements, planning the migration process to Oracle's Cloud.
* A Focal point for Cyber Security and Cloud security within the presales team.
* Design and Implement Oracle Cloud Infrastructure architectures and environments.
* Interact with management levels at a client and within Oracle.
* Design Native Cloud application architectures for Oracle Cloud Infrastructure.
* Author blog entries and whitepapers on Oracle Cloud Infrastructure technical/strategic topics.
* Contribute to the Oracle Cloud Infrastructure community and assets.

2017 – 2017 **Cloud Solutions Architect**, **MedOne**

* Designing and building Public/Private Cloud & On-Premises Solutions.
* Architecting SaaS, PaaS and IaaS.
* Validating the customer Architecture, Scalability and HA/Clusters.
* Advising on the Cloud Data Protection aspects (backup/disaster recovery plan).
* Act as the solutions expert, Security and Network Architecture.
* Preforming Technical lectures, training customers and partners.
* Act as trusted Technical Cloud adviser to the client.
* Gather the customer requirements, planning the migration process.

2015 – 2016 **Cloud Solutions Architect**, **CTERA Networks**

* Manage a team of engineers in APAC region.
* Architecting designing and deploying Cloud solutions that are flexible and scalable.
* Act as the solutions expert with broader infrastructure understanding.
* Deliver product demonstrations (POC's) for customers on-site and remotely.
* Performing integration for the CTERA solution in the customer's architecture.
* Solving technical issues and demonstrate the product capabilities.
* Installing configuring and troubleshooting CTERA's software hardware and firmware.
* Gather the customer requirements and translate them into functional specifications.
* Support the Direct Sales team with technical product knowledge.
* Lead technical activates with partners and customers: training, working jointly on opportunities.
* Respond to technical questions in RFIs and RFPs.
* Work with Product R&D and support teams to ensure smooth prospect-to-customer transitions and long-term customer success.

11/2014 – 4/2015 **Presale Engineer**, **HexaTier**

* Managing the company Presales activities, providing a single point of contact for large e-commerce customers in the United States, EMEA and APAC.
* Collaborate closely with customers and prospects to obtain a deep understanding of their technology needs, offering a solution and getting them to use HexaTier as part of their commercial objective.
* Provide technical leadership and oversight during trials, Proof of Concept (POCs), complex demos/ webinars etc.
* Developing and shaping solutions, communicate customer needs to the development team.
* Providing Tier-2 to 3 technical support throughout the sales cycle, sell the solution on its technical merits, respond to RFIs/RFPs, support complex implementations for large customers once the deal is closed.
* Interacting with partners – training, working jointly on opportunities, supporting the local sales team in sales situations where technical help is needed (customer’s questions, product demos).

2012 – 2013 **Technical Account Manager**, **RSA Security**

* Managed 25 Enterprise accounts in EMEA region, responsible for the project activities and for customer satisfaction from the service.
* Provided a single point of contact during the service for all aspects of the engagement.
* Managed the customer roadmap, identifying critical milestones, presented recommendations to senior management.
* Communicates to all RSA concerned parties for any customer's escalation issues.
* Proactively upsell additional products and services.

**Education:**

2008-2011 **BA**, Instructional Systems Technologies, **Holon Institute of Technology**

**Military service:**

* 1. Commanding officer (Captain Rank) of 80 Soldiers Company in the Israel Combat Intelligence

 Collection Corps, Israel Defense Forces.

 Worked closely with IDF top elite units (8200 Etc).

**Skills:**

• Pre-Sale/Post Sale experience (Professional Services).
• Designing and implementing cloud solutions (Oracle Cloud, AWS, Azure, IBM Softlayer).

• Architecting IaaS, PaaS, and SaaS.

• Experience in storage technologies, appliance/virtual appliance in enterprises environments.

• Act as the solutions expert, security and network architecture.

• Experience with Virtualization platforms (VMware/Hyper-V, OpenStack and XEN).

• Experience in working with complex enterprise IT infrastructure including firewalls, VLANs and load balancers.

• Knowledge in web technologies/ web development platforms.

• Experience with RFIs/RFPs and SoWs.
• Provision, operate and support of Linux environments.
• Experience in Databases design and structure (SQL Server, MySQL,PostgreSQL).
• Technical support and CRM's experience (Salesforce, Jira, SugarCRM).
• Compliance standards knowledge (PCI, SOX, HIPAA).
• Technical ability and logical thinking, easily learns and adapts to new technologies.
• Presentation skills, able to effectively present technical material, English and Hebrew.

Languages:

Hebrew – mother tongue, English – high level