Project Manager

**Loren Nasri**

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**Summary**

* **3+ years of experience** as a **Project Manager**
* **Led E2E projects** and **implementation** of new systems - **AI**, **Saas**, **B2B**
* Measured successfully **project KPIs**,and **targets** while **increasing project profitability**
* Developed **project** **SDLC methodology**
* Managed **25+ people** and **trained team members** in adopting new **technologies** and **software**
* **Managed an annual budget** of around **5 million**
* Oversaw **SAP system** usage and conduct regular **project reviews.**
* Mentored cross-organizational processes on **project management methods.**
* **Customer-facing** experience **- onboarding** and fulfilling **customer needs**
* Successfully **negotiated** with suppliers and contractors
* Highly skilled in **Agile** approach using **JIRA**, Multi-Gantt, and **roadmaps**.
* **English** - Full Professional Proficiency

**Experience**

2022 - 2023 **Project Manager & Supervisor**, Mishloha & Komo

* **Negotiated contracts** with favorable terms and conditions while ensuring the quality and reliability of the transactions.
* Led the implementation of new systems - **AI, Saas, B2B**
* Responsible for **developing** and **overseeing** a smooth, effective sales process to enable the **growth of the organization**.
* Tracked long-term **sales data**
* Served as a **liaison** between teams and upper management
* Assisted marketing teams in determining **customer outreach methods**
* Managed and motivated the entire **onboarding process**, ensuring smooth operations from start to finish.
* **Examined contracts**, and processed discounts.
* Delivering personalized **customer onboarding** while prioritizing the fulfillment of **customer needs**
* Ensured **effective synchronization** among all internal departments and take care of any stalled developments.

2018 - 2021 **Project Manager / Procurement Manager**, IDF: Air Force

* Successfully **led projects** that require a comprehensive understanding of **Engineering** and **Procurement**
* In-depth understanding of **engineering drawings.**
* **Managed an annual budget of around 5 million**
* Negotiated with **suppliers** and **contractors**
* Motivated and mentored **cross-organization** processes on **Project Management Methods**
* Measured successfully **project KPIs, targets**, and **goals**, ensuring operational smoothness.
* **Increased project profitability** exceeding income and **profit goals** - while conducting negotiations with suppliers as well as contractor contracts.
* Build **Project SDLC Methodology**
* Trained the people in methods and procedures **increased the project’s delivery** to the customer by a lot of percents.
* **Managed the emergency procurement** during the Corona period for the various bodies in the army in accordance with the requirements of the project.
* Answered the **SAP system** in front of the different teams.
* Served as a managing body, supervisor, and auditor and **conducted reviews** of the projects.
* Managed dozens of people teams in a weekly **Agile approach,** using **JIRA** as a platform, **Multi-Gantt** & **roadmaps**.

**Education**

2023 - 2024 **Cyber and Information Security Course**, **IAI Cyber Academy**

2022 - 2023 **Full Stack Development Course**, DevOps Expert College

2022 - 2023  **UX/UI Course**, Studio 972

**Skills**

**SAP,** Monday, **ERP**, **CRM** Dynamics 365, Priority, **Jira**, **Oracle**, **Agile**, Wireshark, MS Excel (pivoting).

**Languages**

Native - **Hebrew** | Good knowledge - **English** and **Arabic** | Learning - **Mandarin**