Account Manager / Sales Project Manager

**Motti Kallus**

**US and Israel citizenship**

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**Summary**

* **4 years of experience as an Account Manager / Sales Project Manager**
* Skilled in **digital marketing management**, including **A/B testing** and **PLG** strategy, social media, **email marketing**, and **SEO**
* Experience with **SaaS project management**
* Oversaw the complete **sales cycle**, which included prospecting for **new clients**, **negotiating** deals, **closing sales**, and maintaining **long-term relationships**.
* Formulated **go-to-market strategies** and **sales plans** for several clients monthly, which included **multinational corporations**
* Experienced in the implementation of **data analytics** in developing business and **sales strategies** resulting in successful **product marketing initiatives.**
* **Direct management** of **20-30 employees** - marketing, UX/UI, development, and sales departments
* Experienced in **Agile methodologies** to ensure efficient **project delivery**
* **Studied Business Management,** specializing in **Marketing Advertising**
* Skilled in **Monday,** Asana, **Salesforce,** Hubspot, **Jira,** G-SUITE, **Zoho, WordPress, Woocommerce, Figma.**
* Strong interpersonal and communication skills to manage client relationships and team collaboration.
* **English - Native -** born and raised in the **USA**

**Experience**

2020 - 2023 **B2B Account Manager ,Twizz**

* Implemented business and **sales strategies** by **utilizing data analytics** to drive **product marketing initiatives**.
* Developed and led **SaaS solution** for business needs
* Managed the full **sales lifecycle**, from identifying new clients to **closing deals** and **maintaining relationships.**
* Developed **go-to-market strategies** and **sales plans** for numerous clients each month, including **global companies.**
* Oversaw the **development**, implementation, and **performance** of various **mobile** and **digital products**, ensuring high-quality deliverables and timely **project completion.**
* Conducted **market research** and analyzed competitors' products and marketing efforts to identify new trends and inform **product development.**
* Analyzed technical and **marketing solutions** based on c**ustomers' requirements**, budgets, and **product goals**, providing accurate and effective recommendations to clients.
* Reviewed **project specifications** and designed accurate solutions, managing **project timelines**, budgets, and resources to ensure **successful delivery.**
* **Worked closely with clients** to understand their needs and requirements, providing regular updates on **project status** and ensuring high levels of **client satisfaction.**
* Collaborated with **cross-functional teams**, including marketing, UX/UI, and development.

2020 - 2021 **Sales Project Manager**, **Tikshoov (call center)**

* **Trained** and **recruited sales team members**, and helped them fit into the sales team
* Managed and controlled the **project workflow**, making sure that all **requirements**, **budget** constraints, and **timelines** were met
* Collaborated with **internal** and **external stakeholders** in the company
* **Directed the needs** of our client down to the sales team
* Managed successfully a **large number of joint team sales** during high-stress campaigns
* Ensured a **“safe environment”** and steady workflow during tense intra-company politics

2018 - 2020 **Sales Team Leader \ Manager, Tikshoov**

* Developed motivation skills to enhance team sales
* Managed **day-to-day sales tasks**
* **Distributed data** according to a **success rate**
* Managed **large amounts of sales** on a regular basis
* Created over **200 monthly sales**
* Managed and dealt with **customer satisfaction**

**Education**

2016 - 2021 **Studied Business Management,** Ono Academic College

* Specializing in **Marketing Advertising**

**Technical Skills**

**Monday, Asana, Salesforce, Hubspot, Jira, G-SUITE, Zoho, WordPress,Woocommerce, Figma.**

**Languages**

**Hebrew** (second language) - Native

**English (born and raised in the USA) - Native**