

David Rinde

INTL MBA

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EMAIL

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LANGUAGES

English - Mother Tongue, Hebrew - Fluent

Sales & Account Executive with a background in SDR, Content Writing, Cyber Start-ups, & Real Estate Management. Experienced in Client Prospecting and Sales System Development. Charismatic public speaker with strong writing ability. Independent and strategic thinker. Proficient with Word, Excel, Pipedrive & Outreach (CRMs).

PROFESSIONAL EXPERIENCE

Slateshore Recovery: Claim Recovery Specialist. Remote Contractor *2020-Present, Israel*

- Recovered \$100,000's in settlement money for clients; consistently exceeded Sales Targets
- Proven track record working with a diverse range of clientele from the General Counsels of Fortune 500 Companies to CFOs of mid-sized Food Manufacturers and Private Dental Practices
- Crafted and field-tested Sales Scripts & Email Templates, Upgraded company Prospecting tools

Recruiting Subsidiary of a Private Bio-Tech Co.: Sales Stack Dev. Remote Contractor *2020, Israel*

- Created: Sales Deck, Call Scripts, Email Messaging, Website Copy, and Discovery Meeting Protocols
- Conducted competitive Market Research to assist with: Company Branding, Market Segmentation, Product Features, and Pricing Structure

InsideCRO: SDR Remote Contractor *2019, Israel*

- Generated \$1.6M in pipeline over 2 months in the US for Opgal's Gas-Leak Detection division
- Provided a consistent 20% conversion rate of prospect conversations to sales meetings

Independent Futures Trader *2017 - 2018, Israel*

- Created and evaluated trading models across multiple markets and time frames
- Traded Futures of US 10Y (ZN), S&P500 E-mini (ES), and Euro/Dollar (6E)

UTR Security Technologies: Business Development & Investor Relations *2014 - 2016, Israel*

- Developed Investor Presentations, Financial Projections, & Business Strategies
- Coordinated Investor Relations, Business Development, & Branding
- Represented the company at a major Legal Conference in NYC on Cyber Security & Compliance

Barberry Rose Management: Tenant Liaison, Leasing and Property Manager *2010 - 2012, New York*

- Coordinated apartment repairs with tenants, contractors, and NYC for over three dozen buildings
- Listed vacancies and negotiated apartment pricing with brokers
- Evaluated tenant applications and drafted leases

EDUCATION

2014: **Seminar in Business Management & Chinese Markets** at *Renmin University*, Beijing.

2013 - 2014: **International MBA** at *Bar Ilan University*, Israel.

2012 - 2013: **Hebrew Ulpan** (TAKA, Pre-Academic) at *Hadassah College*, Israel.

2006 - 2009: **BA in History & Finance** at *Lander College of Arts & Sciences*, New York.
Member historical honors society, *Phi Alpha Theta*.

2004 - 2008: **Bachelors in Talmudic Law** (BTL) from *"Yeshiva B'nei Torah,"* New York.

SKILLS & IT

- Sales/Prospecting
- Pipeline Expansion (SDR)
- Business Development
- Product Messaging
- Customer Service
- Strategic Thinking
- Public speaking
- Modeling and Market Projections
- Risk Management
- Excel, MS Word
- Outreach. Zoho. CaS. PhoneBurner