

Yakov SEVIK – יעקב סוויק



Personal information

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E-mail : yysevik@gmail.com
Nationality : Turkish / Israeli / Italian
Date of birth : 4.12.1972
Gender : Male
Driving License : B (1993) + A2 (2012)

Exordium

Since 14 years old, a service dedicated hard worker. Tourism, Aviation Security, Sales, and Marketing. All of the positions that I attended were repose on high service quality, knowledge, and very high professional team management skills. In each step of my professional life, I loved building projects, teaching other people, classifying special teams. I enjoy using all my experiences and to learn much more for myself and for my team for the better outcomes.

I believe in my sixth sense and NLP performance on controlling other people especially in Sales and leading teams. The main point is to realize the weak and strong points of the sale strategy and to found out how to use them as a sales weapon.

It doesn't matter if the project is B2B or B2C... Both can suit my sales and leadership skills in any sector.

Also, my multilingual possibilities can be useful for any worldwide operation.

By the management experiences, I have been interviewing hundreds of candidates and eliminated thousands of CVs in order to locate the best staff in the best position. This was a wonderful class to be a good expert on HR.

Work experience

(All references will be provided by upon demand.)

Dates : March 2018 - Still
Employer : **Galor Ltd. - Israel**
Activities and Responsibilities : Financial Services Start-up Project responsible.

Dates : December 2017- March 2018
Employer : **Food Leader Ltd. - Israel**
Activities and Responsibilities : Sales & Marketing Area responsible.

Dates : March 2017- November 2017
Employer : **M.K. Seas Trade Ltd. - Israel**
Activities and Responsibilities : Business Development Manager for 3 different sales subject under the company. Managing 2 E-commerce brands, Call center and a small restaurant which is importing the products from Turkey. (special job as a favor to a very good related friend's company)

Dates : 2017 Jan-Fab-Mar-Apr
Employer : **Turkish Embassy Ministry of Tourism- Israel**
Activities and Responsibilities : Freelance project management for the Tourism Attaché office under Turkish Embassy. PR development, HR management, Fair and Event Management, Accounting Budget Management of the department. This was a special project about renewing the contact between Israel and Turkey.

Dates : 2013-2016
Employer : **Online Trading Markets - Israel**
Activities and Responsibilities : Freelance Consultant on Staff Educational Projects; Company Start-up Projects; Sales Team Improving projects; HR Projects.

Dates : 2011-2012
Employer : **Restaurant Project Manager - Turkey**
Activities and Responsibilities : Management Consultant for some restaurants and entertainment bars in Team building, service organization, menu decisions, hospitality entertainments and some other activities.

Dates : 2002-2013
Employer : **Herakles Global Marketing & Branding Solutions Ltd. - Turkey**
Activities and Responsibilities : Owner of the Company which creates marketing and start-up projects for international and local corporate companies. Including Graphic & Creative works, Web Sites, Branding Projects. Strong B2B connections and sales. Business Brokerage between countries.

Dates : 2005-2009
Employer : **El-Al and Delta Airlines / Haifa Central Bus Station**
Activities and Responsibilities : Assistant Sec. Mng. & Station Sec. Mng. & Aviation Security Commander in Turkey, İsrail, Senegal, Jordan. (details are confidential)
Station Sec. Night Mng. Central CCTV operation supervisor. Night Sec. Supervisor of 4 Bus station over Haifa

Dates : 2002-2007
Employer : **Berlitz International Language Schools in Turkey, Israel, Jordan**
Activities and Responsibilities : Worked as a Language Teacher in Turkish, Hebrew, English. Teaching several students mostly were diplomats, governors and army people who needed to relocation to Turkey. Teaching them the Turkish or Hebrew Languages before their relocations or after the relocation. Students were with no knowledge of the target language. Also use to be the single teacher of BVC, which is the Berlitz Virtual Classes. This is a system which lets you to teach online classes.

Dates : 1999-2001
Employer : **Israeli Ministry of Defence**
Activities and Responsibilities : Project manager's assistant for the Israeli government in Turkey on all over the earthquake area. Translator and contact line between Turkish and Israeli Governors. Press Spokesman in Turkish on behalf of the Israeli Desert hospital Army.

Dates : 1994-2013
Employer : **Turkey Ministry of Tourism – Travel Agents in Israel**
Activities and Responsibilities : Freelance Professional Tourist Guide and Interpreter - Tourism Agents Management - Operation Management.

Dates : 1994-1996
Employer : **Imperial Casinos and Royal Casinos**
Activities and Responsibilities : Junket Manager for 24 casinos over Turkey and Northern Cyprus – Customer Relation for Junket Groups. Costing calculations, PR Cares, Managing the Junket Controller team of 20 people.

Education and training

2012 – 2013 **Linguistic**
Dokuz Eylül University Literature Faculty (Turkey)

1991 – 1993 **Hotelier & Travel Agent Business Administrator**
Istanbul Uni. Business Economics Faculty of Hotelier & Travel Agent Administration

1991 – 1995 **Economics**
AÖF Faculty of Economics (Turkey)

1985 – 1991 **High School**
Istanbul Jewish College

Special Courses & Licences

1994 Countywide Professional Tourist Guide & Interpreter license from Turkish Ministry of Tourism
2011 Web Designer & Graphic Designer Licenses from Global Academy Izmir
2008 International Airline Security Airport Defence & Land Operation Security Commander License Program from ISDS

Languages

Turkish	Mother tongue
English	Advance
Hebrew	Advance
Spanish	Advance
Italian	Basic
French	Basic
Arabic	Basic

Organizational skills and competencies

As a Professional Tourist Guide on private, F.I.T., religious, close, incentive, educational, management groups, Operation management for several markets in Turkey and other counties, Team Leadership and training projects, Hierarchical chain team building projects, Reporting and scaling projects, Sales & Marketing Projects, Call Center Projects, Operational Organizations and schedule projects, Marketing and Sales Start-up / Scale-up Projects, Network Advertising projects - Corporate Identity Creation – Graphic

Technical and Computer skills

Web Designer
Graphic Designer
All kind of Operational Systems
All Hardware – Software
Microsoft Office – Office 365 – Google – Cloud – Open Office
PhotoShop – Illustrator – InDesign – Corel Draw – PDF Prof.
Team Viewer

