



# **Gabriel Hayon**

**Delivering Your International Success**



## **Professional Achievements:**

2017-current	<a href="#">Diplomatic Institute</a>	Chairman	Trusted Advisor to Embassies and Politicians.
2014-current	<a href="#">Israel-LATAM Chamber</a>	CEO	Bridging between Israeli and Latin exporters, Importers, Diplomats and Governments. Enhancing bi-lateral trade and innovation.
2009-current	<a href="#">WikiSales</a> , Sales Teams Training	CEO	Empowering international sales and business development, new markets penetration. International speaker, M.C. Mentor and Coach. Author: <a href="#">The Customer Oriented Entrepreneur &amp; DreamPloyment</a> .
2011-2013	<a href="#">Traffilog</a> , Fleet Manag.	VP Sales	Building global OEM and aftermarket network of automotive tele-diagnostics distributors.
2005-2010	<a href="#">ETS-Edusoft</a> , e-learning	Int'l Sales Manager	Recruiting of distributors in LATAM and Europe. Managing sales, training and channels. Leading the Professional Services, converting it to a profit Center. Supervising National Projects.
2001-2004	<a href="#">Cyberpark</a> of Santo Domingo	VP Biz Dev & Ops	Attracting investors and companies to the Park. Building VoIP call center in the Caribbean. Creating SME Incubator and Business Center. Obtaining grants from the World bank's GDLN.
1989-2004	ONE Marketing Team	COO & Senior Consultant	Off-Shore & Outsourcing Consultant to factories. Consulting and speaking of World Bank & IADB Co-Founder National Competitiveness Council.
1991-1996	<a href="#">Olivetti</a> Israel	Sales Manager	Selling IT solutions to the Government. Awarded the National Accountant tender.
1985-90 & 97-00	Pan Am. Diamonds & <a href="#">Michael Ant.</a>	Factory, Country Manager	Managing 80 to 550 employees, moving production from NYC to the Dominican Republic, growing sales from \$3.8M to \$13M.

## **Academic:**

- ✓ Strategic Business Management Diploma - UNPHU University (DR), 2003-04.
- ✓ Industrial Management Engineering - Tel-Aviv University, 1981-85.
- ✓ Aviation Technician - Israeli Air Force Academy 1976-78.
- ✓ Languages: full proficiency in English, Spanish and Hebrew. Good Portuguese.
- ✓ Business oriented, expert in international sales, great communicator, technical skills.
- ✓ Pro-Bono: Mentor of five NGOs. Freemason.