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Sales & Business Development

PERSONAL DATA

Citizenship:	USA / Israel / Germany
Languages:	English and Hebrew – both mother tongues. (Basic German too)

WORK EXPERIENCE

2000-2003 Regional Sales Director (European Territories) <u>OpticalAccess Inc.</u> Jerusalem	• Created and supported distribution channels in European territories. • Managed relationships with strategic customers within the cellular industry. • Led high-level negotiations. • Developed business opportunities and business leads. • Held professional presentations regularly. • Replied to international RFPs/RFQs. • Attended International exhibitions & conferences. • Created and managed relationships with European cellular operators. • Generated revenue and activity from a market, brand new to the company. • Led high-level negotiations with largest communication companies in Europe.
2003-2004 VP Sales & Marketing <u>LeatherLux LTD</u> Jerusalem.	• Created and managed sales activities , both local and overseas. • Led a team of sales representatives. • Led high-level negotiations with large customers and distributors. • Initiated and attended International exhibitions & conferences. • Initiated and managed the company's Internet website and sales.
2005-2007 VP Sales & Marketing <u>OptiWay LTD</u> Netanya.	• Led the company's marketing activities • Defined sales and marketing targets and objectives • Prepared Business and marketing plans for employees and investors • Initiated and managed our relations with strategic partners, investors and customers • Prepared and managed all marketing material • Represented the company in exhibitions and trade conventions
2008-2018 VP Sales & Marketing <u>MaxcoTema LTD</u> HQ: London, UK	• Led and managed all sales and marketing • Identified, and recruited new clients • Created and sustained many distribution channels for clients from various industries • Responsible for creation of marketing materials, including web-based • Management of long cycle negotiations at high levels world-wide

EDUCATION

1998-2000 Bar Ilan University, Ramat Gan	M.Ba
1995 – 1998 Bar Ilan University, Ramat Gan	B.Sc (Chemistry)

SKILLS

High personal motivation, leadership skills, independence, ambition, target orientation , excellent learning skills, keen analytical skills and conceptual understanding; strong team player; strategic thinker; fully computer literate, charismatic , & persuasive.