

Timothy Solomon

Dynamic Professional Looking for New Challenges

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EXPERIENCE

Fantasy Network, Fantasy Sports White Label Solutions — Business Development Manager

AUGUST 2015 / OCTOBER 2016 / TEL AVIV

Brought niche gaming product of Daily Fantasy Sports to iGaming companies internationally. Developed the B2B brand and customer funnel.

- In 1 year added over **\$1.5M** in business to the sales pipeline. Closing over **\$100K** in initial sales with a projected revenues of over **\$20M**.
- Managed business conference exhibitions; created booth design, marketing materials, managed staff.
- Pitched at the final stage of the biggest B2B iGaming event / EiG. Participated in industry panels and discussions.
- Proactively supported the company's success by creatively applying a broad range of skills to develop company website, customer funnel, and advertising materials.
- Applied knowledge in SEO to achieve #1 search engine results for the website.

VIP Affiliates, Binary Options Affiliate Network — Director of Operations

SEPTEMBER 2012 / DECEMBER 2014 / TEL AVIV

Director of Operations for a Binary Options specific advertising network. Accountable for meeting senior executive delivery goals. Providing monthly project updates to owners, partners, and advertisers.

- Developed and launched online advertising network. Going from 0 users to over **6000** and generating well over **10k** conversions and over **\$150K** in revenue monthly.
- Increased B2C profit margins by over **200%** & B2B income by over **300%**
- Built strong B2B and B2C relationships and maintained them through client contact at many industry trade shows in Europe and the US.
- Managed a team of freelancers and in-office employees responsible for producing web development projects, advertising and graphics.

CITI TRADER, Binary Options Brokerage — Sales & Marketing Manager

MARCH 2012 / AUGUST 2012 / TEL AVIV

Acquired customers by cultivating leads in a very competitive market. Optimized retention by engaging customers with marketing and support.

- Instituted successful sales tactics to increase initial customer value while significantly increasing conversion rates
- Developed skills in sales, marketing, HTML, creative design and content writing

KEY ACHIEVEMENTS

Business Development -

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Director of Operations -

Developed and launched online advertising network. Going from 0 users to over **6000**; generating over **\$150K** in revenue and **10k** conversions monthly.

TECHNICAL SKILLS

Management -

PROJECT MANAGEMENT / TEAM BUILDING / HIRING & TRAINING / EXHIBITION PLANNING / PUBLIC SPEAKING

Marketing -

BRAND DEVELOPMENT / SEO / PPC / SOCIAL MEDIA / EMAIL MARKETING / CONTENT WRITING / WEB DESIGN

Sales -

CRM / COLD CALLING / B2B SALES / SALES MANAGEMENT / NEGOTIATION / LEAD GENERATION / STRATEGIC PARTNERSHIPS / CUSTOMER ACQUISITION

Web Design -

HTML / WORDPRESS / PHOTOSHOP

LANGUAGES

English - NATIVE

Hebrew - ADVANCED

VOLUNTEER

IDF - Kfir Brigade

Mar 2010 - October 2012