

Helio Diamant - CV



Personal Details

Name: Helio Diamant

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Status: Married +2

Looking for positions in: international sales; business development; Channel Management; Project Management; Strategic Account management; Customer Success Department Management

Jobs and Experience

Time to Know Ltd. – 2014 – *Today*

Project Manager – Brazil

Responsible the implementation and account management of a multi-million dollar Distance Education project with the Industry Confederation of Brazil, deployed in all 27 Federations of the different states. Project began as a USD 7M project attending 70K students, and up-to-date is worth USD 21M and attends nearly 300K students.

On Track Innovations, Ltd. – 2013 – 2014

Project Manager for Strategic Accounts/Projects – Latin America

Managed a multi-million dollar government project in Panama, for the biometric control of all Panama's borders and airports.

Emoze Ltd., 2011 – 2013

Head Of Strategic Accounts – Latin America

- Responsible for sales in the Latin American territory from Mexico to Argentina & Chile. Company produces Push Content software for phone manufacturers & mobile operators.
- Thrilling position which includes business development & sales, opening the Latin American mobile market for a company who hasn't been there before, working with cellular operators for generating demand, negotiating contracts with local device manufacturers and sharing knowledge and sales strategies with local branches of worldwide device manufacturers.
- During the year-and-a-half that I have been working in this company, managed to develop very good connections with companies like: Vivo, TIM, Tigo Guatemala, Personal, M4, BMobile, Venko, Sendtel, Alcatel OneTouch, Huawei, Motorola Mobility, Mediatek and many others.

Go-Mobile Ltd., 2005 – 2011

CEO and senior consultant

Main Activity: selling and providing consulting services on Mobile Computing to Israeli companies.

I have achieved the status of top-expert in Exchange-Phone integration, CRM implementation in smartphones, mobile office, firewall configuration for phone synchronization, project management in smartphone application development,

smartphone education and training for enterprises. Worked as an independent subcontractor of Cellcom and Pelephone.

Secondary activity: Finding and connecting Israeli technology companies with distributor candidates in LatAm. Managing the distribution work.

Magic Software Enterprises Ltd., 2002 - 2010

Sales Manager for Latin America

- Managing distributors in all LatAm. Received a destroyed territory after two unsuccessful sales managers, with US60K per year. At the end of the term the area already sold around USD2M per year.

Silver.Net Computer Systems Ltd., 2000 - 2002

FRM Product R&D Manager

Department consists of 12 people in the fields of Information Systems and Interfaces.

Technologies – Magic, Paradox, VB, C++

Environment – PC C/S and WEB

Magic Software Enterprises Ltd., 1992 –2000

From 1998 as **Magic eService Product Manager and R&D Manager**, leading the development of an Internet Service Providing System, and creating the conception of what is becoming Magic CRM Suite. In this position I was responsible also for opening a Magic Applications development team in India.

From 1997 to 1998, as **International Support Manager and Senior Consultant**, managing the company's international support department.

From 1995 to 1997, as **General Manager of Magic Software's Branch in Brazil**.

Relocation abroad to manage a newly created branch with 14 people.

From 1992 to 1995, as **IT Manager**. Opening the IT department in the company.

Army Service, 1988 to 1989

Programmer – PC and Data General.

Using C, Fortran and Magic.

Professional Details

Platforms: Linux, Windows, AS/400, WEB, Mobile, Android, iPhone, SaaS, AWS

Databases: SQL (Informix, Oracle, MS-SQL, MySQL)

Languages

Portuguese: Mother Language; *Hebrew:* Mother Language Level; *English:* Excellent;

Spanish: Excellent.

Education

High Technical School in Brazil, degree of excellence.

Systems Analysis: Sivan Institute (Israel).

Project Management: Lahav (Tel-Aviv University)

Hobbies

PocketPCFreak.com (from November 2009 called MobilityFreak.co.il) – 2001 – *Today*

Editor-in-chief

News website in the area of smartphones, gadgets and wireless technology.

URL: www.mobilityfreak.co.il

Motorcycles – from 2005