



Avraham Grunwald



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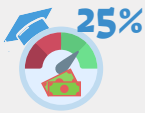
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Achievements And Results

- developing and implementing a data-driven budget management strategy. I used my analytical skills to analyze the budget components, identify areas of potential cost savings, and develop a plan to implement these savings. As a result of my efforts, the company was able to balance its budget and even generate a surplus before the end of the fiscal year.
- developing and implementing a data-driven collection strategy. I used Power BI to create a dashboard that tracked student account status and trends. This dashboard allowed me to identify students who were at risk of delinquency, and to intervene early to prevent them from falling behind. As a result of efforts, student tuition collection increased by 25%.
- developing and implementing a student recruitment strategy that included market research, data analysis, and segmentation of potential student groups. I also managed a CRM system that tracked students from their initial interest to their full enrollment. As a result of efforts, the student enrollment rate increased by 45% over two years.



Work Experience

Assistant Principal, Technological College AMIT 2020-2022

- ERP:** Project management, tracking tasks and implementation of work processes
- Administrative operational responsibility for end-to-end management of the institution Management and decision-making based on BI reports.
- Designing and developing **CRM:** Locating and selecting a system provider, Creating a customer journey from initial registration to onboarding at the institution, configuring workflows, Automations, data security and permissions and, integration with credit clearance and Train users on how to use the system effectively.
- Cooperation with partners: educational institutions, local authorities and civic sector.
- Responsible for a budget of 8.5 million NIS.

Delegate Coordinator - Munich DE World Zionist Organization 2016 - 2017

- Managing a team of employees and volunteers for a mission and project.
- Logistical responsibility for the team, including housing, visas, flights, and more.
- Collaborating with external stakeholders such as embassies, community institutions, and others.

Web Analyst Self employed 2022 -

- SEO** - Google Analytics, Search Console, PageSpeed Insights, Tag Manager
- Code - Basic HTML and CSS.
- developer - WordPress, Elementor

program coordinator Educating For Excellence 2017-2019

- Directing a center that serves 60 low socioeconomic background students.
- Developing technology learning programs.

History Teacher High School Amal 2015 - 2016

- Teaching through technological methods.

Emissary (Shaliach) Perth WA The Jewish Agency for Israel 2009-2010

- Developing and initiating community projects.

Education

MA, Executive Public Policy Tel Aviv University 2018 - 2019

- Monitoring and measurement coordinator in the establishment of a project "Bishvilam" as part of a seminar. Experience in the **Salesforce CRM** system.

Business Analyst NAYA College 2023

- SQL** - Advanced.
- BI Fundamentals** - ETL.
- Power BI** - PowerQuery, DAX, Modeling
- Excel** - Advanced.
- Data Visualization** - Cognitive biases, colors and more...

BA, Social Sciences, International relations The Open University of Israel 2012 - 2015

Teaching Certificate "Teach First Israel" 2015 - 2016

Mediator Certificate Gevim 2014

Expertise

SQL 365 WordPress

Excel Elementor Power BI

[Click to view report.](#)

Languages



Hebrew



English