

RAMI DANOUS

B2B Sales & Business Development | Account Management | Full-Cycle Sales

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PROFESSIONAL SUMMARY

Results-driven B2B sales and business development professional with 9+ years of experience across full-cycle sales, account management, customer relationship management, negotiation, and team leadership. Proven ability to identify customer needs, develop long-term business relationships, manage complex sales processes, negotiate commercial opportunities, and drive transactions from initial engagement through closing and post-sale relationship management. Experienced in key business accounts, high-value transactions, multiple stakeholders, and customer-facing teams in fast-paced environments. Expanding expertise in modern B2B technology sales methodologies including prospecting, discovery, qualification, consultative selling, pipeline management, objection handling, negotiation, and closing.

CORE SKILLS

B2B Sales | Business Development | Account Management | Key Account Management | Full-Cycle Sales | Consultative Selling | Sales Discovery | Lead Qualification | CRM | Sales Pipeline Management | Solution Selling | Negotiation | Objection Handling | Deal Closure | Customer Relationship Management

PROFESSIONAL EXPERIENCE

REAL ESTATE SALES & CUSTOMER RELATIONS MANAGER

Sadot Entrepreneurship | Jul 2022 - Present

- Manage the full sales cycle and customer journey, from initial engagement and needs assessment through negotiation, transaction coordination, closing, and post-sale relationship management.
- Lead a team of 16-20 employees, setting priorities, coordinating customer-facing activities, monitoring performance, and maintaining high standards of accountability and service.
- Oversee residential real estate transactions valued at tens of millions of Israeli Shekels, coordinating customers, developers, internal teams, and external stakeholders.
- Resolve customer escalations and complex issues while maintaining strong relationships, accurate follow-up, and timely execution in a fast-paced sales environment.
- Analyze sales performance, customer feedback, and market trends to identify opportunities to improve sales execution and operational efficiency.

INSTITUTIONAL & BUSINESS ACCOUNT MANAGER

Newpan | Sep 2019 - Jun 2022

- Managed and developed a portfolio of institutional and business clients, building long-term relationships with key accounts and supporting retention and commercial growth.
- Identified customer needs and commercial opportunities, delivering tailored solutions aligned with client objectives and business priorities.
- Negotiated with key accounts and managed commercial discussions to achieve mutually beneficial outcomes.
- Managed complex customer projects from initial inquiry and requirements assessment through cross-functional execution, coordination, and follow-up.
- Analyzed sales performance and business data to identify trends, support decision-making, and improve commercial results.

STORE OPERATIONS & WHOLESALE SALES MANAGER

A. Geva Electrical Supplies | Jan 2018 - Sep 2019

- Managed B2B and retail sales relationships, identifying customer needs and providing tailored product solutions.
- Owned the sales process from customer inquiry and needs assessment through product selection, negotiation, order coordination, and completion.
- Built and led sales and customer service teams while working closely with the company owner on commercial priorities and day-to-day operations.
- Contributed to revenue and profitability growth through sales development, relationship management, and effective store operations.

ACCOUNT EXECUTIVE SALES PORTFOLIO

Developed a practical B2B Account Executive sales portfolio demonstrating an end-to-end sales process: ICP and buyer persona development, account research, prospecting, discovery, qualification, solution-based demo strategy, objection handling, pipeline management, business-case development, negotiation, and closing. **Portfolio available in the Featured section: [linkedin.com/in/rami-danous](https://www.linkedin.com/in/rami-danous)**

MILITARY SERVICE

COMBAT SOLDIER & HMMWV FLEET OPERATIONS SUPERVISOR

IDF - Givati Brigade / 632 Battalion | Nov 2013 - Mar 2017

- Managed the operational readiness and availability of approximately 85 HMMWV military vehicles and supervised 2-3 soldiers in a demanding operational environment.
- Received a Brigade Excellence Award in 2015 in recognition of outstanding performance and contribution.

EDUCATION & LANGUAGES

Makif Yod High School, Israel - High School Diploma with Honors | Sep 2011 - Jul 2013

Hebrew: Native | English: Advanced | Arabic: Proficient