

Eran Korish

Summary


 Amsterdam, Netherlands

 erankorish@gmail.com

 +31 6 25197699

 /erankorish

 Israeli
Portuguese

 English - Fluent
Hebrew - Mother Tongue

Passionate customer success leader. Deep technological background, Certified Information Security Officer from the Israeli Technion and ISACA. Passionate about and steeped by cutting edge technologies

Proven ability to grow and maintain business relationships with key stake-holders. Acquiring and managing corporate and enterprise customers' worldwide. Goal-oriented towards operational or strategic objectives and have a proven ability for building hard working, enthusiastic and successful teams.

I have built and led global success teams from scratch. Managed customer success teams both in startup companies and corporate organizations.

Driving Customer Success and aligning in sophisticated customer environments at the executive and departmental level. Leading and developing people with a history of crafting and inspiring great teams who have delivered results.

Growth in customers' revenue Y2Y in more than 20% and supporting the sales team in expansions and upsell

Focussing on building succesulf, efficient process, mature and enhanced teams to deliver products' value to the customer.

Experience

Palo Alto Networks / Sr. Manager, Cortex Customer Success EMEA

October 2018 - Present, Amsterdam

I have joined Demisto (Acquired by Palo Alto Networks) to a new customer success team.

- Proven track record leading customer success teams in a very high paced environment, for enterprise customers with annual subscription
- Building and leading customer success team over 3 continents
- partnering with cross-functional regional leadership to ensure regional success from a renewals and expansion standpoint
- Supporting the EMEA region leadership with long-term planning
- Owning the overall success of the customer base in EMEA, including managing the regional Customer Success team, ensuring success in the largest customers in the region
- Establish exec relationships as the sponsor to key customers across the region

Cynet Security / Regional Sales Manager

June 2017 - July 2018, Israel

Cynet Security: solution vendor which develops a unique holistic endpoint security solution. Managed enterprise sales in Benelux

and France, acquiring channels and building presence in the market.

- Penetrating the Benelux and France regions.
- Selling Cynet End point solutions, Security assessment and audit services and cloud services.
- Developing the region – building prospects pipeline, finding the right partners and service providers,
- Focus on creating sales for Enterprise and SME customers
- Working with salesforce as the main CRM tool. Updating leads, prospects and opportunities for regular follow up and metrics.

Dizengoff / Head of Cyber Security Sales

March 2015 - May 2017, Nigeria

Dizengoff Nigeria: distributor of Communications and Cyber Security solutions

- Built and managed a team of 4 sales managers and 4 pre sales and post sales engineers
- End-to-end accountability for all aspects of Dizengoff Communications Cyber Security, including but not limited to:
- Protects system by defining access privileges, control structures, and resources
- Assess the business's future ventures to identify possible risks
- Team activities led to 4x growth in Cyber Security sales (within a year) with market presence growth
- Maintains technical knowledge by attending educational workshops; reviewing publications
- Formulate a strategic plan and design organization goals, that align with corporate strategy and objectives
- Prepares reports for senior management and external regulatory bodies as seen appropriate.
- Solutions worked with: Palo Alto, Radware, Allot, Skybox Security

DataGroupIT/ Product Owner Cyber Security

February 2013 - March 2015, Nigeria

DataGroupIT: distributor of leading-edge IT products in the African market

- Developed new markets for new and existing products, worked with vendors to increase sales
- Drive the teams to enhance the level of service and improve customer satisfaction across accounts through account planning and proactive client communications.
- Built trusted relationships with key stakeholders and partners
- Present Portnox into the local market, and create annual revenue of \$900,000 within a year
- Managing salesforce with up-to-date opportunities, pipeline and prospects.
- Solutions worked with: Check Point, Portnox, CyberArk, Skybox Security

Cellebrite/ Account Manager

October 2011 - January 2013, Israel

Cellebrite: developer and provider of retail mobile solutions

- Owned pre- and post-sale activities: product trials, evaluations, deployments and account management
- Manage the relationship for enterprise accounts. Serve as the primary client contact and advocate for the customers
- Reported to the Sales Director, providing regular input on all account activity
- Close collaboration with other teams such as product management, R&D, sales & customer success

Crescendo Networks/ Senior Sales Engineer

Crescendo Networks: hardware-based application delivery start-up

- Expanded the APAC market and increased sales revenues while cooperating with the sales team
- Perform technical sessions with prospects
- Real time onsite benchmarks to competitors' solutions
- Provide solutions reports, benefits and ROI to prospects
- Follow up and updating Salesforce accounts

Education

ISACA/ Certified Information Security Manager (CISM)

November, 2020
Credential ID 2055479

Technion - Israel Institute of Technology / Certified Information Security Officer

February,, 2019
Credential ID 10245

Bar Ilan University / MBA

July 2013, Israel

Shaarei Mishpat / L.L.B.

July 2006, Israel

Awards

Achieving highest ratings in employee reviews.
Top employee reward