

# BEN RAFI

Consultant | Business Leader

## ABOUT ME

A versatile professional with over eight years of experience in business operations, sales, and marketing across healthcare, tech, and real estate. Skilled in lead generation, client engagement, and market analysis, with a strong ability to communicate complex information clearly. Known for a solutions-driven approach that delivers measurable results and builds lasting client relationships.

## WORK EXPERIENCE

### SENIOR INTERNATIONAL PROPERTY SPECIALIST

Sep 15, 2024 – Jan 16, 2025 \* Affiliated / Business Partner

- Markets and sells [REDACTED] properties to international clients, expanding global reach.
- Manages leads, facilitates sales, and ensure top-tier services for overseas buyers.

### BUSINESS DEVELOPMENT MANAGER

Sep 05, 2022 – Jan 11, 2023 \* Full-time

- Expanding healthcare access through strategic partnerships and growth initiatives.
- Leading business development to optimize services and elevate patient care.

### INTERNATIONAL PROPERTY SPECIALIST - II

Oct 01, 2021 – Sep 02, 2022 \* Affiliated / Business Partner

- Drive marketing strategies to attract clients and generate qualified leads for real estate properties.
- Guide clients through property transactions, ensuring satisfaction and successful outcomes.



## CONTACT INFO



### Address



### Email

## EDUCATION

### MASTER IN BUSINESS ADMINISTRATION

March 2022

### MASTER OF ARTS IN HEALTHCARE ADMINISTRATION

June 2020 – Present

### BACHELOR OF SCIENCE IN RADIOLOGIC TECHNOLOGY

June 2010 – April 2016

## DEVELOPMENT

### 13th POSTGRADUATE COURSE IN ANESTHESIOLOGY

Faculty of Medicine & Surgery

September 2021

## WORK EXPERIENCE

### FIELD SALES SPECIALIST

January 1, 2019 – September 29, 2021\* Full-time

- Managing large accounts and liaising with multiple senior stakeholders within the healthcare industry.
- Maintain high customer satisfaction ratings that meet company standards.

### AREA SALES MANAGER

Oct 27, 2017 – Dec 27, 2018 \* Full-time

- Manage a sales team and provide leadership, training and coaching.
- Develop a sales strategy to achieve organizational sales goals and revenues.

### CLINICAL APPLICATION SPECIALIST

Jan 16, 2017 – Oct 27, 2017 \* Full-time

- Provide clinical state-of-the-art trainings to direct sales or distribution partners to help the teams to develop sales, marketing and customer satisfaction strategies.
- Memorizing product features and presenting their functionalities, using applicable medical terminology.

## REFERENCES



[Redacted]  
[Redacted]  
[Redacted]



[Redacted]  
[Redacted]  
[Redacted]



## SKILLS

- Highly motivated with strong personal integrity.
- Ability and commitment to work as part of a corporate team.
- Demonstrate and understanding of the needs of a multicultural society.
- Excellent interpersonal and public speaking skills.

## EXPERTISE

- Market Research & Analysis
- Relationship Management
- Sales Forecasting & Pipeline Management
- Brand Positioning
- Cross-functional Team Leadership
- Digital Marketing & Campaign Management

## EXTRA

### VIP PROTECTION AGENT

Feb 20, 2022

### PHLEBOTOMIST

Sep 8, 2021

### TACTICAL MEDICINE

Nov 7, 2020

### MEDICAL CORP / COMBAT MEDIC

