Claudia Ben-Yaakov is a specialist business development, electrical engineer, entrepreneur, founder of a Technology Innovation Hub. She has worked with High-Tech companies in R&D and management roles and on 2013 selected to be part of the Economic Empowerment through entrepreneurship fellowship of the USA state department program.

Experienced in founding and managing new projects and technology ventures, innovation based and, strategic planning, building co-operation between companies and organizations.

With creative thinking, positive attitude in personal and business life, strategic thinking, enthusiasm and total commitment is a great player for a great company.

Claudia is fluent in Hebrew, English, Spanish and Slightly German and holds an Engineering degree in electronics.

### PROFESSIONAL MILESTONES:

* Business Development manager – Technology Transfer office at the Technicon institution of technology and research – Ltd. Detect and commercialize innovative idea and IP from the Technion towards High-Tech companies and startups. Connecting companies and country representatives to the innovation and commercialization process done in the Technion.
* Co-Founder and manager - SUN - Start Up North. SUN, an innovation Hub to promote technological innovation entrepreneurship – Startups at the Galilee. An entrepreneurship framework, including a pre-accelerator and acceleration program, creating and managing the innovation community. Training, mentoring and business development for early stage entrepreneurs based Lean methodology. At this period founded a co-working space.
* Founder - Success via entrepreneurship – Business development and consulting for Startups, entrepreneurs, technology companies, mainly working with technology based customers to define the market need, customers segment and early adopters, PMF , business model and funding funnels.
* R&D Team Leader and Management Team member - SICK sensors Ltd . Managing the business and technical connection between the R&D and the Main and sister companies.
* Project manager at the R&D and product management - CI-SYSTEMS Ltd & OPGAL Ltd Project manager and system engineer for defense products. Managing teams and professionals from other departments and subcontractors. Goals definition and budget managing. Worked with customer and subcontractors from USA and Europe countries.

LinkedIn profile:

<https://www.linkedin.com/in/claudia-ben-yaakov-koldorff-8a346019/>

### Professional Experience

**4/2018- 3/2019 - Business Development manager – Technology Transfer office at the Technicon institution of technology and research – Ltd.**

* Business development manager on IT & engineering at the TTO Business unit.
* Building a database of researches, defining the knowhow to be patented or defined as knowhow to commercialize.
* Define and build a business relationship with VC, companies, incubators, startups (entrepreneurs) in Israel and worldwide to commercialize Technion IP.
* Model business definition for commercialization.
* Nurture and build co-operation with internal unites and external companies and organizations.

**2010 - 4/2018 - Business development and consulting – Success via entrepreneurship**

* Business development and consulting to technology based entrepreneurs, startups, companies.
* Expertise: Business model definition, PMF, customer segment, Funding, Budget building and managing.
* Funding application – IIA and European funds.
* Lectures and workshops on innovation, lean startup, entrepreneurial and management tools and skills for companies, entrepreneurs and at the academy Master Degree H/R and management.
* OPAL – founded a co-working space at the Galilee.

**7/2013 – 4/2018 - Co-founder – SUN – Start-Up North (R.A)**

* SUN - Start-Up North, driving Galilee entrepreneurship Hub and community - NGO.
* Vision, strategy and action plan definition & executing on technology entrepreneurial and innovative education and mentoring for startup building and eco-system building.
* General managing and marketing.
* Entrepreneurship mentor and consultant, entrepreneurship community and Acceleration program Co-founder.
* Entrepreneurial community building and managing including Meetups.
* \Connecting the organization to the innovation eco-system in Israel.

**2007-2010 - R&D manager and company management team - SICK sensors Ltd.**

* Responsibility a cross-domain on the Organization's future including: preparing business plans for the R&D team and all R&D projects, Management of the R&D activity in Israel and coordination of the R&D activity with the R&D team in Germany (Sister Company) , finding collaborative strategic action growth engines in front SICK AG company in Germany, preparing an activity budget development, pricing and tracking performance, leadership of construction & enterprise development programs, set up product portfolio development, project management and management negotiations across contractors abroad to develop products.
* Lead the Process: Project transit from the R&D to the production line.
* R&D Team Manager: team members including - Engineers and Project Managers.
* Frequent travel abroad.
* Personal responsibility in front of the company directorate for the R&D department goals.
* ASIC design project manager.

**2004 - 2007 - Project Manager at the R&D department - CI-SYSTEMS Ltd**

* Team project manager.
* Projects manager for security and defense test equipment for customers like: RAFAEL.
* System engineering, definition of requirements and customer needs within complex system and products.
* Subcontractor management related to: Mechanical design, Turn-Key projects, Electrical design, technical documentation and software.
* Budget definition & management.

1. **- 2004 - Project Manager at the R&D department- OPGAL Ltd.**

* Team project manager.
* Projects manager for security and defense products, working with companies like: RAFAEL, ELOP, KOLSMAN (USA) .
* System engineering, definition of requirements and customer needs within complex system and products.
* Subcontractor management on: Mechanical design, Turn-Key projects, Electrical design, technical documentation and software.
* Budget definition & management.
* Digital Hardware and firmware Designer.

**1997 - 2000 - Electrical Engineer - R&D department - SCD Ltd.**

* Digital Hardware and firmware Designer.
* Projects in the military equipment field, dealing big customers in Israel and abroad, like: RAFAEL, ELOP. Good understanding of System engineering and system complexity.
* Product Management: system requirements and characterization pending on customer needs and requirements as part of the cooperation with the product management department.

**1995 - 1997 - Electrical Engineer - R&D department - GEOTEC Ltd.**

* Hardware manager at the Validation department - cellular systems.
* Digital Hardware and firmware Designer.

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| Education | * Electrical Engineer, Graduated with honors - ORT Braude Collage, Israel * Economic Empowerment Through Entrepreneurship - Fellowship USA - MI - Ann Arbor - University of Michigan * Business consulting, Graduated with honors - TUT * Management of business activities between different cultures- Advanced study. * Project Management - Advanced study |
| Languages | Fluent: Hebrew, English, Spanish  Slightly: German. |
| Military service | Air force , communication systems. |