

Daphné Tapia
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Made Alya from France in 2021.

Dynamic and results-driven Solutions Engineer with 5+ years of experience in B2B tech, SaaS, and cloud environments. Proven track record in delivering technical solutions, driving business development, and executing go-to-market strategies. Skilled in cloud security, network engineering, and building technical customer relationships.

Professional Experience

Mobile Group [Imisight], *Subsidiary of Rafael Advanced Defense System, Israel*

October 2024 – Current: Product Owner & Business Development

- Developed multi-channel go-to-market strategies, securing 5 strategic partnerships within 6 months.
- Led B2B sales and product marketing initiatives in security and defense sectors, achieving 80% YoY growth in inbound leads.
- Managed cross-functional collaboration using Azure DevOps and Monday.com, applying Agile methodologies.
- Produced analytical reports with Power BI to support data-driven decision-making.
- Delivered technical presentations and customer training to enhance product adoption.
- Created product briefs, messaging, and technical documentation for customer engagement.

ASTERRA, *Israel : a leader company in L-Band SAR Analytics for soil moisture monitoring*

May 2021 – October 2024: A to Z Sales Cycle - Business Development, Sales Manager, Customer Success Manager

- Achieved \$300K in sales during the first year; recognized as Top Performer for EarthWorks Product Sales in 2023.
- Collected customer feedback (VOC) and collaborated with R&D to enhance product features.
- Developed customized analyses using GIS and data visualization tools.
- Executed global GTM strategies and presented at international conferences.

Alcatel Submarine Networks, *France: a Nokia company, industry leader with over 800,000 km of optical submarine systems globally.*

July 2019 – May 2021: Cartographer

- Designed submarine cable paths using marine GIS and implemented LCPA for optimal routing.
- Awarded Nokia France Student Award for research excellence in cable route optimization.

Education

- **2018 – 2020:** Master Sc. in Cartography, Technical University of Munich (Germany),
- **2017 – 2018:** Master in Sustainable Studies and Water Management, Tel Aviv University (Israel)
- **2014 – 2017:** Double BSc. in Geography and BA in Literature, Université Paris Nanterre (France)

Languages Spoken:

- French, Native
- English, Fluent
- Hebrew, Fluent
- German, Intermediate

Software:

- ESRI Software,
- AutoCAD 3D
- Adobe Suite
- Canva / Figma
- Power BI

Skills:

- Technical Sales
- Product Development
- Data Visualization

Volunteering:

- Magen David Adom