



Byron Lapid

125 Avenue Mozart, Paris

+33 6 48512952

Amir.lapid@gmail.com

Executive Summary

International Executive experienced in Sales and Business development successfully operating in industrial, commercial and non-profit organizations in global markets.

Strong drive for results and innovative solutions with a holistic view on all stakeholder groups.

Generating growth, Innovating and adapting.

Identifying & leveraging business opportunities and collaborations.

Initiating, leading and managing, positioning and image.

Defining policies, managing in a highly dynamic and competitive environment.

Comprehensive business acumen, “Rain Maker”, creative and systematic approach to challenges.

Fluent in French, English and Hebrew, extensive international experience.

Professional Expérience

2023-Today Sales & Business development – LYD France

Selling, developing business, finding business opportunities, transactions and funds to industrial and startups companies.

Particularly involved in metal industry, renewable energies and advanced technologies

2017-2003 General Manager – Keren Hayesod France B2B & B2C

General manager of local Keren Hayesod branch, raising funds for social and humanitarian causes worldwide. 180M USD worldwide, 15% Increase YoY in France

Focusing on reaching new markets and segments to build a strong pipeline with corporate foundations, private companies, and communities worldwide. Supporting among others, women empowering projects in different continents.

Developing new fundraising methods combining business and philanthropy defined Philanthropy 3.0, including the foundation of investment funds, launching business clubs and more.

Our actions, and in particular global initiatives, are delicately synchronized between global and local leadership, composed by both professional and lay leaders.

Management of a multicultural team.

2015-2017 Founder – Egofree.biz B2B

Management consulting company, dealing with local and global organizations.

Organizational development and team building using an innovative methodology based on the Enneagram, a personality map and enabling managers to better understand the “Automatic Pilot” which determines their behavior and decisions, and chose better and self-

controlled management approaches.

2008-2015 Executive Sales, Business Development and Marketing | Dormeco Ltd. 20M USD annual revenue, 10% YoY growth

Import and distribution, **food ingredients** and industrial raw materials B2B

Income and profitability growth by locating potential suppliers, securing representation agreements, managing the go to market processes, branding, promoting and implementing products in the company's portfolio.

Special focus on supply chain operational efficiency and cost reducing while constantly leading and reviewing different logistic aspects.

Education:

2014 Directors and senior corporate officeholders | IDC, Herzlia

1996 MA in Organizational Psychology | Paris V University, France

Thesis: "The Cultural Turmoil in Global companies"

1994 BA in Psychology | Louis Pasteur University, Strasbourg, France

Languages: French – native speaker | **Hebrew** – native speaker | **English** – Very good