

Rafi Glick

Teaching Associate

Guilford Glazer School of Business and Management

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CV- Rafi Glick

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Summary:

- M&A and New Business Opportunities.
- Corporate level Projects and Initiatives
(Cooperation's, Alliances, JV, OEM, Distribution, Financing)
- Expand existing markets & develop relations with new potential Customers, partners, and organizations.
- Strategic alliances

Specialties:

Government liaison, mergers and acquisition, International organizations, international Financing, World Bank activities, municipality's networks and infrastructures, Emerging markets.

Experience:

Teacher, Mentor at Ben Gurion University

October 2006 - Present

Teacher and Mentor: Honors MBA studies at Ben Gurion University of the Negev in Israel, School of Management, Applied Project, in cooperation with the Business School of Columbia University, New York, NY, USA.

The Applied Project is an enterprise consulting practicum, integrative seminar aimed to implement the theoretical background students have acquired by offering a coherent solution of real issues to participating firms.

Lecturer at Ben Gurion University, active Community Program (OFEK), taking an active role in community education.

2 recommendations available upon request

CEO at Bidsnet Ltd:

April 2002 - Present

About Bidsnet Ltd : The company specialized in the deployment of fiber-optic cables using existing non-telecom infrastructures, such as sewage systems. The company deliver high-speed communications to homes, businesses, institutions, cellular

antennas, etc, within densely populated areas as well as outlying regions, wherever the sewer lines extend.

The system is first and foremost a low-cost installation method of fiber-optic networks, but is also ideal as a revenue-generating opportunity for municipalities (remaining bandwidth is leased to telecom companies).

2 recommendations available upon request

Board Member at RLF Venture Capital.

January 1999 - December 2002 (4 years)

Board member at the R.L.F Venture Capital: (main partners: ECI, INTEL, TEVA and The Jerusalem Development Authority) at the Jerusalem Hi-Tech Center (Har Hozvim).

AVP Business Development at Lightscape Division of ECI TELECOM.

April 1999 - November 2001 (2 years 8 months)

The main tasks including:

- M&A and New Business Opportunities.
- Corporate level Projects and Initiatives (Cooperation's, Alliances, JV, OEM, Distribution,)
- Expand existing markets & develop relations with new potential Customers, partners, and organizations.
- Strategic alliances, Juniper Networks (on IP Routers), Corning (on Optical Cross Connect), Corvis (on Metro Core and long haul), Sycamore (on Metro Core), 3M (on dispersion), BATM (on Ethernet), RadioTel (on IP over SDH).

AVP Sales and Marketing at ECI TELECOM

March 1994 - March 1999 (5 years 1 month)

Strategic Business & Projects Initiatives. Corporate level

Some examples of my activities within ECI Corporate:

1. Marketing:
 - a. China -60 m\$ contract with Ji Tong – China, the second national carrier for data.
 - b. Japan -Nissho Iway - 30 M\$ contract.
 - c. Insurance risk for the Philippine' projects.
 - d. Agreement with Marubeni as an ECI partners in Thailand.
2. Carriers:
3. ECI marketing positioning for the cellular market:
4. Financing: Contacts with World Bank (SDH project in Kirgizstan) and other financial institutions.
5. Representative of ECI in ITU BDT.
6. Political "sales" activities: Governments and BI - lateral agreements:
7. Global Carriers.
8. OEM: 3M, (WLL-Global OEM agreement), Optical Transport.
9. Integrators.
10. Israel: business with Bezeq and alternative service providers.
11. Golf and Middle East Countries.

12. Account Management: Developed the Global Account Management/Coordination Concept for ECI's sales organization.

2 recommendations available upon request

Board Member at the Israeli Investment Center.

January 1990 - May 1994 (4 years 5 months)

Board member: The Israeli Investment Center. Government funds organization, Ministry of Industry and Trade, for preferential industries and services.

Director of IT Division at Israel Export Institute.

January 1990 - March 1994 (4 years 3 months)

Head of Strategic Planning, budget & Information Technology Division, Israel Export Institute.

Responsibility on the Exporters and trade Data Base, budget, IT and control division.

We established the first Israeli business database systems.

I initiated several telecommunication projects in the former USSR (Kazakhstan).

The projects included:

- Several companies in the telecom area like: Bezeq, Tadiran, Eci, Motorola, Digital, Arel, Lipman, Rad, and Lucent-USA.

- We initiated a satellite link to Kazakhstan via gateway in Israel.

- We signed a contract with Lucent to implement the 5ESS switches (Lucent was awarded as a Supplier of switches to Kazak Telecom).

- I became a consultant to Lucent via IEI.

- We helped Motorola to be the first cellular operator in Kazakhstan.

November 1992- Certificate's award by GE Management Development, for Successful Completion Of Competitive Strategy in A Bidding Environment (CSBA) training program .

Director of industrial Division at Israel Export Institute.

January 1986 - December 1989 (4 years)

Head of the Industrial Division, Israel Export Institute (60% of the IEI budget).

- Creating a national infrastructure & export tools for the Israeli High tech industries

- Helped to create Export Infrastructure for several industries (Plastic, Chemicals, Biotechnology, Healthcare, Metals and Aviation, Agriculture Technology, Professional services.

- Operated an export program to the eastern Block and to the Far East.

- Established a sales organization to the US Ministry of Defense's tenders.

Head of AGRITECH at the Israel Export Institute.

January 1979 - December 1985 (7 years)

Head of the agriculture Technology Department, Israel Export institute

Initiated and organized "AGRITECH" the largest International exhibition in Israel.

Education:

Tel Aviv University

MBA, Marketing, 1976 - 1979

Bar-Ilan University

BA, Economics and Social Sciences, 1974 - 1976

Honors and Awards:

I awarded as the best Economic Blogger by TheMarker-Haaretz network, the most popular economic newspaper and Internet Website in Israel.

<http://cafe.themarker.com/view.php?t=608152>

Commentator on Technology and Economic issues in :

TheMarker- Haaretz , the most popular economic newspaper and internet website in Israel.

Nana10 ,the website of Israeli TV, Channel 10.

The liquid organic fertilizer project awarded as one of best 10 ideas and the improvement technology for brackish water desalination plant awarded in the top ten, among 150 Ideas and projects brought by the top universities in Israel in the Biztec competition. MeKorot, the Israeli national Water supply company invested in the venture. (<http://biztec.org.il.joinweb.co.il/?g=>)

Biztec organizing by the Technion and the projects submitted by groups of students from the HMBA program in Ben Gurion University who were guided by me.

Interests:

Management training, new technology, investments, Golf

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7 people have recommended Rafi:

Teacher, Mentor

Ben Gurion University

“Rafi was a mentor and teacher for our Applied Project seminar at the Honors Global MBA program. Rafi provided us an added value, emphasizing the applied side of the MBA program. Rafi shared his experience, knowledge, and visionary philosophy. His enthusiastic inspired and motivated our work. I certainly would recommend the applied seminar with Rafi to any MBA student.” August 6, 2010

Top qualities: Personable, Expert, Creative

Yosi Raman

Hired Rafi as a mentor and teacher for our Applied Project seminar in 2009.

“Rafi was a mentor and teacher for our BizTec competition course and Applied Project course at the Honors MBA program. He gave us, the students, very helpful advice regarding our projects and directed us when we had problems. Rafi was very personable as well as creative when it came to taking the next step with our projects and making sure they met high levels of quality. The level of insight that Rafi provided our teams really helped steer us in the projects.” December 12, 2008

Top qualities: Personable, Expert, Creative

[Max Kuperman](#)

hired Rafi as a Education in 2008

CEO

Bidsnet Ltd

“Rafi Glick conducted a company called Cable Runner. He has a lot of experience in the High-tech business and in telecommunication companies; in addition, he got broad knowledge in the latest technologies, telecommunication and media. In his Blog Rafi writes on the day to day actual events in the news and media with his special view. Rafi is extremely enthusiastic about his work in the Academy. I certainly would recommend him for any business.” March 25, 2008

[Eldad Vardi](#), *Software Developer, Cellpay (former AdamTech Ltd.)*
was with another company when working with Rafi at Bidsnet Ltd

“Rafi is amazingly goal-oriented, resourceful and creative. He is a pleasure to work with.” January 10, 2008

[Sharon M. Levy](#), *Freelance Researcher; Genealogy Researcher, Connect Business Development*
reported to Rafi at Bidsnet Ltd

AVP Sales and Marketing

ECI TELECOM

“Rafi is a highly motivated professional, with extensive world wide relationships in the telecom and the business markets. A team member and a leader with a wide perspective of the business market.” March 22, 2007

[Yoav Boazy](#), *VP Sales, ECI Telecom*
worked with Rafi at ECI TELECOM

“Rafi is an open minded and creative person willing to explore business opportunities all around the world. He is a kind person having a the ability to generate a pleasant atmosphere around him.” March 22, 2007

[Yoram Edry](#), *Director Sales, ECI Telecom*
worked with Rafi at ECI TELECOM

Board Member

The Israeli Investment Center

“Rfai is self-motivated challenger with very reliable man. I love to work with him all the time during my stay in Israel for 2000 - 2006” June 6, 2010

[Gi Seob Kim](#), *General Director, Hyundai Do Brazil*
was with another company when working with Rafi at The Israeli Investment Center

Contact Rafi on LinkedIn:

http://www.linkedin.com/profile?viewProfile=&key=9572970&locale=en_US&trk=tab_pro

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