



# Isaac Schulman

## Operations & Business Development Executive

Senior-level executive and entrepreneur with 20+ years experience in Operations, Technology and Business Development. Growth oriented motivational manager and results driven achiever.

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## PROFESSIONAL EXPERIENCE

### EVP of Operations InsuranceGIG, Inc.

12/2021 - Present New York, New York

Insurance Technology Startup

Achievements/Tasks

- Formulated strategic business plan with executable initiatives supporting long and short term goals. Applied customized software managing infrastructure related to *Accounts Payable & Receivable, Profits & Loss, Budgeting and Cash-Flow.*
- Built a comprehensive tech stack for operational excellence in *Project & Product Management* including *CRMs, Investor Relations, Accounting, Purchasing, Employee Onboarding, and Event Logistics.*
- Implemented Jira, HubSpot, Quick Base, QuickBooks, Slack, and more, streamlining daily operations and workflow.

Contact : Michael Lebor, CEO - michael@insuranceGIG.com

### Founder & CEO Dr. Bo's

10/2009 - 12/2021 Hewlett, New York

Medical Nutrition Chain

Achievements/Tasks

- Founded a respected business and trusted brand within the consumer market and medical community. Curated all internal and external procedures, training & development modules, and strategic business operations and functions.
- Ran daily operations on both micro and macro level, for three independent locations as well as an international virtual treatment portal.
- Developed *CRMs, business synergy and growth, internal sales plan, media content, and marketing plan* to achieving brand recognition and trust.

### VP of Operations M. Fried & ABC Industries

12/1997 - 12/2008 Brooklyn, New York

Importer & Distributor of retail store fixtures

Achievements/Tasks

- Worked through the acquisition of ABC Ind. by M. Fried in 2003, merging customer databases, eliminating redundancies and creating CRMs for successful business retention and employee confidence during transition.
- Created a company audit to modernize business practices and implement new technology. Applied strong tactics achieving *Growth & Development, Upgraded Operational Systems, and Financial Savings.*
- Trained executives and employees in *Cost Savings Operations, B2B Relations, and Customer Retention Plans* for maximum earnings and resulting in business growth and success.

Contact : Jacob Brauner, CEO - jacob@mfried.com

## SKILLS

CRM Expert with experience in HubSpot, Active Campaign, and PipeDrive.

App Developer in a no-code Relational Database specializing in Quick Base, Kintone, and Notion.

Proficiency in Quick Books, Jira, Confluence, Microsoft Office Suite, Google and more.

Website Design & Development

SEO & PPC + Analytics Proficient

Business Development & Growth Plans

Internal Operations & Logistics Procedures

Employee Retention & Human Resources

Financial Management Tools

Employee & Executive Training Seminars, Team Building practices geared toward mindfulness, productivity, tech literacy, decreasing employee burnout and company pride.

## EDUCATION

**Business Management, BA**  
Touro College

## INTERESTS

History, Technology, Politics, and Poker