

## **RONNIE DUNETZ**

Kadima, Israel, **tel:** 972-54-665-2818, **e-mail:** [rjd361959@gmail.com](mailto:rjd361959@gmail.com)

### **Highlights**

- Native English speaker with over 20 years experience in international marketing, business development, **fundraising** and communications.
- **Proven experience in fundraising and business development in the biotech and technology transfer fields. Raised over \$3 million for medical technology.**
- **Trained storyteller, strong and persuasive writing skills helping entrepreneurs, ventures and business owners "find and tell their story". Completed NGO Catalyst Grantwriting course.**
- Extensive experience in developing relationships across borders and cultures (5 years living experience in East Asia). US- born and educated. A "global citizen" but first a "human being".
- International M.B.A. from leading global US institution ([Thunderbird](#))
- Senior business/career coach- managers, entrepreneurs, career changers, and people with mental disabilities- excellent, proven interpersonal skills: listening, questioning, focusing, supporting, challenging, facilitating change, creating "the new", helping to "make it happen!"
- Passionate about social entrepreneurship, developing ventures, projects and technologies that are socially-minded and aimed at the "greater good".

### **PROFESSIONAL EXPERIENCE**

**2004- Senior business-career coach**, over 500 clients and 5000 hours, in Israel and abroad, self-employed. Developed, initiated and facilitated unique programs for management groups and entrepreneurs. Business coaching at "Enosh", empowerment for people dealing with mental health challenges in the community.

Developed, initiated and facilitated various unique tools which include: "business storytelling", "mastermind/group coaching", "Get-Go for business/project focus", among others. Communities served include: hi-tech, low-tech, Indian subsidiary of Israeli hi-tech, Ethiopians in Israel, Jews and Arabs, small business owners, entrepreneurs, career changers, expatriates abroad, Uganda NGO.

**2001-2003 Medgenics, Inc.** - Director Business Development (biotech). Raised \$3 million for company for biomedical technology.

**1998-2001 OrSense Ltd.** – Business Development Manager (medical devices). Raised financing, formed global advisory board and partnerships.

**1997 – 1998 ESC Medical Systems** – Country Manager (medical). Supported China distributorship, laser-like devices.

**1995 – 1997 Supercom Ltd** – Regional Manager (IT projects). Formed Teaming Agreements and collaboration for national tenders.

**1993 – 1995 Independent Marketing Consultant.** Early-stage incubator support for financing and business planning.

**1990 –1993 Yisum Research Development Co.** - Marketing Manager( technology transfer from Hebrew University). Raised funds for University tech. transfer know-how, patents and research projects.

**1988-1990 Philipp & Lion International** (trading- US based)

**1984-1988:** Resided, worked (training and teaching), studied in Far East: Japan, Taiwan- and surroundings.

## **EDUCATION & QUALIFICATIONS**

**1989** – MBA in International Management (USA)

Thunderbird Graduate School of International Management, Phoenix, AZ

**1980-** BSc in Agriculture (USA)

University of Arizona, Tucson, AZ

**1999-** Human Resources Management Diploma Course (Israel)

Bar Ilan University, Ramat Gan

**2003-2004-** Coach training course and certification.

**2011-** Full term program in storytelling(Golem center for Storytelling)

**2015-** Group Coaching Course- completed-(CoachMe)

**2018-** NGO catalyst grant-writing course

## **Languages:**

**English** - mother tongue, **Hebrew** - fluent, **Japanese** - average, **Mandarin** – average, (Spanish, Arabic, Yiddish, French- previous study, basic knowledge).

**Citizenship: US, Israel.**

## **Volunteer activity (partial list):**

- Coaching UN humanitarian and refugee relief agency managers, Developed and led coaching empowerment program for entrepreneurs in Uganda, Africa.
- Mentored Ethiopian college student.
- Coached volunteers for "Yedid" program for community assistance.
- Initiated and facilitated a Jewish-Arab friendship and culture group in the Sharon, 2014-2016.
- Volunteer consultant at 2016 "Pears Challenge: Innovation in Africa".
- Member of "Servas": global, cross-cultural travel hospitality.
- Initiated and delivered various lectures and forums within the Israeli coaching sector.