

# DOR NOY

Full-Stack Developer with hands-on experience as an SDR, self-taught and highly driven to continuously learn and grow. Possesses strong self-learning abilities and a deep motivation to contribute and integrate into the software development field. A proactive and adaptable individual, capable of working both independently and as part of a team, with excellent prioritization skills and the ability to perform effectively under pressure.

## WORK EXPERIENCE

**Wachler Wolf real estate, Herzliya** Sales development representative  
2025 - 2026

- Led business development and customer relationship management, including asset evaluation and construction feasibility analysis.
- Created customized sales solutions using proactive marketing, direct client management, and close collaboration with partners.
- Identified new business opportunities and promoted profitable initiatives.
- Independently developed projects in real estate and construction, including full-cycle management of zoning processes, planning, regulatory approvals, and coordination with contractors and investors.

**Neos Technologies INC, Tel-Aviv** Sales development representative  
2024- 2025

- Led business development initiatives and worked directly with clients on advanced technological solutions in the industrial sector.
- Supported the full sales cycle, including technical proposals, pricing, and lead qualification in a B2B environment.

**2021-2024** Self-Employed Business Owner – Constructions

- Managed full-scale residential renovation projects, including contractors, schedules, and budgets.
- Delivered turnkey renovation solutions, including coordination and implementation of professional subcontractors across multiple disciplines.
- Worked directly with clients from initial consultation through project completion, including material sourcing, cost estimation, and execution planning.

## MILITARY SERVICE

**IDF - Artillery Corps** 2013 - 2016

- Team Commander responsible for training and leading 12 soldiers in operational environments.
- Later served as Company Sergeant Major, overseeing logistics and discipline for a unit of ~150 soldiers.
- Gained strong leadership, organizational, and teamwork skills under high-pressure conditions.

## REFERENCE

**Yigal Noy**  
Owner & Co-Founder,  
Neos Technologies  
Phone: +972-54-620-1747  
Email: neos@neos.co.il

**Adi Wachler**  
Owner & Co-Founder,  
Wachler Wolf real estate  
Phone: +972-50-222-0002  
Email: Wachler@wachler-wolf.com

## CONTACT

+972-54-5446994

Dornoy5@gmail.com

[www.linkedin.com/in/dor-noy-2314362b4](https://www.linkedin.com/in/dor-noy-2314362b4)

<https://github.com/dornoy5>

## EDUCATION

### Structural Engineering

- SEP 2019– APR 2021  
Shenkar collage. Tel Aviv

### Full Stack development

- 2023– 2024  
John Bryce collage. Tel-Aviv
- Included courses:
  - 1.object-oriented programming in python
  - 2.data structure
  - 3.algorithms
- Programing languages:
  - 1.Python
  - 2.HTML
  - 3.CSS
  - 4.Java-Script
  - 5.React
- Other technologies:
  - 1.Docker
  - 2.mongo-db

## SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

## LANGUAGES

- English (Fluent)
- Hebrew (Fluent)