

Ilay Shamia

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PROJECTS:

Tuguise, Co-Founder

July, 2016 - Present

Game design and development

Laser Car

- Laser Car is an infinite runner iOS and android game currently in beta with 60 users. Projected launch in January, 2018.

Shape Shifter

- Shape Shifter is a gravity-based logic game for iOS and Android. Projected launch in April, 2018.
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PROFESSIONAL EXPERIENCE:

Simple Emotion, Sales & Product

June, 2017 - December, 2017

Artificial intelligence voice analytics company providing sentiment analysis to find deeper meaning in conversations

- Hired as first sales team member. Simple Emotion is a partner with Talkdesk's platform.
- Created sales playbook and strategy.
- Helped with product design and conducted a/b testing to find the right solution.

Talkdesk, Sales & Business Development Intern

June, 2015 - May, 2017

Browser based communications platform

- Conducted research to developed go-to-market strategy to sell to business process outsourcing (BPO) firms.
 - Followed promotion path from inbound to outbound sales representative. Won the Intelligent SDR award for receiving the highest score on the promotion path examination.
 - Sourced and qualified leads that converted down the pipeline and closed new business.
 - Established the Intern of the Year Award and went on to win twice in both 2015 and 2016.
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Education:

Foothill College - Business Administration (GPA 3.83)

September, 2016 - Present

SKILLS:

HTML, CSS, Javascript (proficient), Java, Hebrew (fluent), Salesforce, Zendesk
