

# TAL CATRAN

## Summary:

- Accelerators Guru
- Start-Up Ecosystem Builder
- International Keynote Speaker, Moderator and Panelist
- Forbes & TEDx Speaker
- Marketing & Business Development Expert
- Experienced CEO
- Mentor and Coach of Businesses and CEOs

## EXPERIENCE

### Tal Catran | Independent Consultant and Keynote Speaker 2012-Today

**Founded my own business** as a consultant to startup's founders, SMBs owners, as well as senior executives in enterprises, utilizing my personal business experience, to assist, guide and execute marketing, business development, sales, marcom, raising resources and funds in particular

**Establishing and managing 20 accelerators** since 2012, I have established as well as manage, accelerators in a variety technology clusters. Conducted of 70 cohorts, graduating more than 1,000 startup. I have also partnered with Tech Parks in several countries, assisting with management team building, mentoring startups and companies as well as creating international collaborations and partnerships.

**International keynote speaker, Moderator & Panelist** traveling worldwide to lecture and mentor business communities and startups ecosystems as well as conducting professional workshops on startups related topics.

**Angel Investor in tech startups** as well as taking an active role of chairman or board member, targeting managerial decision and brainstorming with acting CEOs and all aspects of business development and marketing

**Consulting Top Management of Hi-Tech companies** over 12 years, especially in Homeland Security, Cyber Security, IoT, Digital Health, Smart Cities, Blockchain, Drones eCommerce, 3D printing, industry 4.0, Retail and Fashion etc.

**Professional Mentoring to Startups** of different maturity stages, from early stage to deployment and fund raising (Angels, VCs, Corporate). Mentoring include workshops as well as 1 on 1 sessions, developing a visible business model, storytelling and pitch technics

**Commercialization services in cooperation** with universities and international hubs, accelerators and incubators, utilizing my international network and scouting services

**Mentoring Tech Parks, Innovation Hub and accelerators** in several countries, including team building and training, skills development and professional conduct



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## EXPERIENCE

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### Israel Aerospace Industries | Marketing & Biz Dev. Senior Expert

2012-2019

**A world leader** in both defense and commercial markets, delivering state-of-the-art technologies and systems in all domains Space, Air, Sea, Land, Cyber, Commercial and HLS

**Leading Business Development and marketing Division of Training courses and technologies** as well as diverse range of training courses and many disciplines and to customers in over 90 countries worldwide

### **Civil Aviation Technicians (Boeing & Airbus), UAVs & CyberSecurity Experts Training**

leading the establishment of professional Academies worldwide, as well as development of advanced training technologies, simulators, VR, AR & XR

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### Optimum Group | Founder & CEO

2001-2012

**A premier global provider** of information visualization, IT products and services for documenting all facets of engineering, production, maintenance, technical training, marketing and customer support processes. The group consisted of 4 companies and employed over 100 employees. **The group was acquired by private investors in 2012**

**CEO in charge of 4 CEOs under my management** as well as member of the board of directors, reporting to the Group's stakeholders

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### Additional Activities | Business Partner / Co- Founder / Advisory Board

[The Association of Engineers, Architects and Graduates in Technological Sciences in Israel \(AEAI\)](#)-  
**Director international Alliances & Innovation** - [The Israeli Society for Autonomous Systems](#)

[Haier Group](#) - Techlink Challenge 2020 for Smart Home technologies

[Microsoft for Startups](#) - A unique program designed to help Startups, develop a true business

[AWS Amazon \(Activate\)](#) - Providing startups with low cost, easy-to-use infrastructure

[WIX](#)- Create, design, manage and develop your web presence.

[Monday.com](#)- Cloud-based Work OS, where teams create workflow apps in minutes to run their processes, projects, and everyday workcreate, design, manage and develop your web presence.

[GSDC](#)- International credentialing and certification organization for **Blockchain and Six Sigma** professionals- Technical Advisory Board

[Junior Achievements Azerbaijan](#)- Member of the world's largest not-for-profit organization in business education- Advisory Board

[Global Ambassador](#) of **She Loves Tech**, women involvement in entrepreneurship (**China**)

[F6S Platform](#)- World leading funding platform for Startups, Accelerators, Funds & Investors

## EDUCATION

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<b>IDC Herzliya (Interdisciplinary Center)</b> Directors, executives and senior professionals Course.	<b>2011</b>
<b>Academic Center of Law and Business</b> Bachelor of Law (LL.B).	<b>2003-2007</b>
<b>Bar-Ilan University</b> Bachelor of Economics and Logistics.	<b>1995-1998</b>

## ACCELERATORS MANAGED BY TAL CATRAN

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[Sabah.Lab](#) - the 1st accelerator supported by the government of Azerbaijan (since 2021)

[CanAx Accelerator](#) - Medical Cannabis accelerator [CanNegev Incubator](#) under [Israel Innovation Authority](#) (since 2021)

[Startup Bootcamp V4](#) - Pre-Acceleration program, designed to upgrade and improve the skills of startups for Visegrad countries: **Poland, Hungary, Slovakia and Czechia**

[TechHub Lithuania](#) - **Mentoring** Pre-Acceleration program for business founders and early-stage startups to help build a startup from idea to minimal viable product, funded by EU and operating under the Lithuanian Agency for Science, Innovation and Technology (MITA)

[Start InNegev](#) - Pre Incubator for [InNegev Incubator](#) under [Israel Innovation Authority](#) (since 2020)

[DisrupTech Dimona Accelerator](#) - **Israeli Government** Ministry of Economy and Industry & Municipality of Dimona and surrounding **Negev region** cities (since 2020)

[SID-Tech Accelerator](#) - **Israeli Government** Ministry of Economy and Industry & Municipality of Sderot and surrounding **Negev region** cities (since 2019)

[Ga2Tech Accelerator](#) - **Israeli Government** Ministry of Economy and Industry & Municipality of Kiryat Gat and neighboring cities (since 2019)

[EVE Femtech Hub](#) - **Women Digital Health**, the 1st in Israel Women health tech hub, based in Tel-Aviv (since 2018)

[TLV Generator](#) - From idea to a fundable startup within 90 days, including professional tailored made mentoring, based in Tel-Aviv (since 2017)

[iHLS Accelerator](#) - 1st in the world **Defense and Home Land Security** Accelerator, supported by the leading defense companies in Israel, based in Tel-Aviv (since 2016)

## PAST ACCELERATORS MANAGED BY TAL CATRAN

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[Collaborative Intelligence](#) - New Delhi India (2017-2020)

[GatIT - Smart Cities](#) program in the Municipality of Kiryat Gat (2017-2018)

[Publicis TEMA Accelerator](#) - Publicis Israel (2015-2016)

[ACT Entrepreneurship](#) - Shenkar Design College (2014-2016)

[Startup SCE Beer-Sheva](#) - Sami Shamoon College of Engineering (2013-2017)

[Startup SCE Ashdod](#) - Sami Shamoon College of Engineering (2013-2017)

[The Galilee Accelerator](#) - ORT Braude- College of Engineering (2013-2016)

[Startup Leadership Program TLV](#) - Highly selective, global, world-class training program, operating in 28 cities in 13 countries, hosted by Hertzog, Fox Neeman Law Firm (2012-2017)