

YOLANDA H. ADAR

LinkedIn: <https://il.linkedin.com/in/yolandahadar> | Website: <https://www.yolandaadar.com>

**Strategic Marketing & AI Visionary | All-Round Digital Marketing Architect
Global Executive Consultant | Creative Production Maestro**

PROFESSIONAL EXPERIENCE - ISRAEL

Position: Chief Entrepreneurship Consultant & Marketing Strategist

Company: Self-employed

Duration: 2006 - Present

Location: Israel-based, worldwide clientele

- **Led Executive Management and Marketing Consulting:** Spearheaded comprehensive consulting and training programs for C-level executives and managers, focusing on strategic leadership, marketing, and organizational development tailored for entrepreneurs and emerging SMBs globally.
- **Developed and Implemented Marketing Strategies:** Crafted and executed holistic marketing strategies, encompassing content creation, social media outreach, and brand positioning, resulting in measurable increases in market penetration and brand awareness for clients.
- **Championed Growth through AI and Content Strategy:** Educated businesses on leveraging Artificial Intelligence and strategic content development through prompt engineering to fuel growth, streamline operations, and gain competitive advantages.
- **Facilitated Leadership Training and Team Building:** Conducted targeted training sessions on leadership excellence, team cohesion, and effective communication, fostering strong, productive teams and enhancing managerial capabilities.
- **Advanced PR and Public Speaking Skills:** Provided intensive training in public relations and public speaking, empowering entrepreneurs to enhance their brand's visibility and engage confidently with stakeholders.
- **Empowerment of Women and BIPOC Entrepreneurs:** Dedicated to coaching and consulting Women & BIPOC entrepreneurs, offering tailored strategies for business growth, leadership, and market success.

Position: Co-Founder and Co-Owner; Executive Producer and Chief Marketing Officer

Company: Beliefs & Consequences Media

Duration: 2021 - Present

Location: Israel (Worldwide Audience in Hebrew and English)

- **Executive Production Leadership:** Initiated the creation and production of the "Beliefs & Consequences | על אמונות ותוצאותיהן" podcast, overseeing all aspects of content development, from ideation to final production, ensuring high-quality, engaging content for a global audience.
- **Comprehensive Marketing Operations:** Masterminded and executed the marketing strategies for the podcast, encompassing production, editing, website management, social media oversight, and channel/platform management, amplifying reach and listener engagement.
- **Digital Platform Expertise:** Managed the podcast's online presence, optimizing our website for maximum user engagement and efficiently managing multiple social media channels to grow our audience and enhance our brand's digital footprint.
- **Data-Driven Decision Making:** Utilized advanced data analysis techniques to inform marketing strategies, content creation, and audience targeting, significantly increasing podcast visibility and listener numbers.
- **Public Relations and Brand Building:** Led PR initiatives, positioning "Beliefs & Consequences | על אמונות ותוצאותיהן" as a thought leader in the media space, fostering a strong, loyal community around our brand.

Position: Vice President of Marketing

Company: Spicerr

Duration: 2022

Location: Ra'anana, Israel

Note: Position made redundant due to funding constraints.

- **Strategic Marketing Leadership:** Led the comprehensive marketing strategy for an innovative Direct-to-Consumer (DTC) culinary technology product, specializing in AI-powered spices and flavorings, setting a benchmark in the food tech industry.
- **AI Integration and Product Promotion:** Facilitated the promotion of a groundbreaking product, leveraging artificial intelligence to revolutionize the culinary experience, enhancing flavor discovery and customization for consumers.
- **Cross-Functional Team Collaboration:** Collaborated closely with product development, sales, and technology teams to ensure the marketing strategy aligned with product capabilities and market demand, driving significant consumer interest and engagement.
- **Brand Development and Positioning:** Established and cultivated the Spicerr brand, positioning it as an up-and-comer in the culinary tech space, through targeted marketing campaigns, digital storytelling, and consumer education on the benefits of AI in enhancing culinary experiences.
- **Market Analysis and Strategy Implementation:** Conducted thorough market analysis to identify target audiences and optimal marketing channels, implementing dynamic strategies that effectively communicated the product's unique value proposition.

Position: Vice President of Marketing
Company: Click-Ins (formerly getmeIns)
Duration: 2019 - 2020
Location: Netanya, Israel
Note: Position made redundant due to COVID-19.

- **Strategic Marketing Vision:** Crafted and executed a holistic marketing strategy for a pioneering AI-driven fintech company, driving brand visibility and market penetration.
- **Editorial Excellence and Creative Leadership:** Directed writing, editing, and creative content production, ensuring high-quality, impactful marketing materials.
- **Event Leadership:** Oversaw the company's participation in industry events, orchestrating speaking engagements and crafting presentations to enhance brand visibility and establish key industry connections.
- **Public Relations and Branding:** Directed PR initiatives and strategic branding efforts, sharpening the company's positioning in the fintech space and enhancing its market image.
- **Digital Asset Management:** Oversaw the management of the website and online assets, ensuring optimal user experience and content relevance.
- **External Resource Management:** Managed relationships with freelancers and agencies to augment marketing capabilities and drive project excellence.
- **Digital Advertising Expertise:** Engineered and executed comprehensive digital advertising strategies, including SEO/SEM, lead generation campaigns, and targeted social media campaigns to maximize ROI.
- **Community Engagement and Management:** Cultivated a vibrant community around the brand, engaging with customers and stakeholders through targeted communication and community-building initiatives.

Position: Head of Marketing
Company: SIRIN LABS
Duration: 2017 - 2019
Location: Ramat Gan, Israel
Note: Position ended due to company-wide layoffs.

- **360° Marketing Strategy Leadership:** Orchestrated a holistic marketing strategy for the launch of a pioneering blockchain smartphone, emphasizing ultra cybersecurity features, powered by a unique crypto token and decentralized applications (dApps).
- **Lionel Messi Collaboration Highlight:** Produced a high-profile commercial and directed a massive product launch event in Barcelona, Spain, featuring Brand Ambassador and football superstar Lionel Messi. This collaboration not only amplified our marketing reach but also solidified our brand's association with excellence and innovation.
- **Innovative Campaign Management:** Led the strategic planning and execution of impactful marketing campaigns post-Initial Coin Offering (ICO), utilizing channels for maximum engagement and conversion, including La Liga.
- **Agency and Social Media Mastery:** Directed multiple agencies while crafting a compelling social media strategy that significantly raised brand awareness and positioned the company as a leader in blockchain technology.
- **Content Creation and Editorial Excellence:** Supervised all writing, editing, and content development processes, ensuring high-quality, consistent messaging across all marketing materials and platforms.
- **Budget Oversight and Web Development:** Managed a substantial marketing budget, aligning financial resources with strategic goals; spearheaded website development and management, enhancing user experience and product visibility.
- **Event and Project Management Prowess:** Executed a highly successful product launch event and managed projects with precision, from conception through to completion, ensuring deadlines were met and objectives achieved.
- **Strategic Partnerships and Team Leadership:** Fostered relationships with vendors, International journalists, and industry influencers; led a diverse team of in-house and international employees, nurturing talent and encouraging innovation.

PROFESSIONAL EXPERIENCE HIGHLIGHTS - USA

Position: Television Broadcast News Producer / Investigative News & Special Projects Producer / Journalist
Company: ABC45 News (WXLV-TV)
Duration: 1995-2000
Location: Winston-Salem, NC (DMA #47)
Note: I left this career to attend graduate school full-time.

- **Television Broadcast News Producer:** Spearheaded the production of a dynamic 3-hour live morning show, coordinating with news and production teams to deliver timely news, feature stories, and interviews, enhancing viewer engagement and loyalty. I increased viewership and ratings by 33% within two months and to 110% within the first Neilson Ratings period.
- **Investigative News & Special Projects Producer:** Produced in-depth investigative reporting projects and led station-sponsored community events, which resulted in increased viewership and station credibility.
- **Journalist:** Conducted thorough research, interviews, and on-the-ground reporting, crafting compelling news story packages and series that informed and resonated with the audience.

Position: Program Director at NC Hillel - Soref Campuses

Company: NC Hillel (B'nei B'rith Hillel Foundation)

Duration: 2002-2005

Location: 11 Campuses across North Carolina; based at University of North Carolina - Greensboro

Note: My position was based on a 2-year grant that was extended due to the impact of my work.

- Developed and implemented a wide range of cultural, educational, and community service programs across 11 campuses, fostering Jewish identity and engagement among college students.
- Managed collaborative efforts with university administrations and local communities to support and promote Hillel's mission, significantly increasing program participation and visibility.

Position: Human Resources Coordinator (EAS-16)

Company: United States Postal Service

Duration: 2005-2006

Location: Human Resources Shared Services Center, Greensboro, NC

Note: This was a temporary position during my continued graduate studies before my planned move to Israel.

- Administered comprehensive HR functions, including recruitment, training, employee relations, and benefits administration, supporting a large and diverse workforce.
- Implemented HR policies and procedures that improved operational efficiency, employee satisfaction, and compliance with federal regulations.

ACADEMIC EDUCATION

- **Madison University**, 2004-2006. Post-graduate Studies (Ph.D., ABD), Management.
- **Hebrew College**, 2002-2003. Master of Education in Jewish Education program.
- **Pfeiffer University**, 2001-2002. Degree: Master of Science in Organizational Management with a concentration in Leadership & Change Management and focus on Organizational Development.
- **Salem College**, 1992-1996. Degrees: Bachelor of Arts in Communication with a concentration in Journalism & Telecommunication, and Bachelor of Arts in Spanish Literature.

MILITARY SERVICE

- **United States Army Reserves**, Medical Specialist (91B). Ambulatory Medic (Rank: E4 Specialist). 396th Company, Winston-Salem, North Carolina.
- **United States Junior Reserve Officers Training Corps**, Cadet Battalion Commander (Rank: Lieutenant Colonel). Color Guard and Drill Team Captain, Rifle Team. Carver High School, Winston-Salem, North Carolina.

PERSONAL PROFILE

- **Languages:** English (Mother Tongue), Spanish, Hebrew
- **Citizenship:** Dual - Israel (Olah Vatikah), United States (Native-born)

EXPERIENCE AND SKILLS

Experienced and Proficient in:

- Broadcast Journalism and Newscast Producing
- Content Strategy and Management
- Writing and Editing: PR, News, Creatives
- Event Planning, Marketing, and Execution
- B2B, B2C, and DTC Marketing
- Start-Up OD Strategies
- Team Management

Certifications Include:

- Artificial Intelligence Digital Marketing
- Marketing Analytics - Meta Marketing Certification

- HubSpot Certifications: Content, Inbound, Email, Contextual Marketing, Inbound Sales
- HootSuite Social Media Certification

Management Professional:

- Organizational Change & Development
- Project Management
- Business Development & Strategy
- Employee Training & Development
- Customer Service Mgmt.
- Public Relations
- Leadership & Team Building
- Diversity and Cross-Cultural Training (DEI)
- Business Coaching

Technical Skills:

- AI Prompt Engineering
- AI Digital Marketing
- Video, TV, Radio, Podcast Production
- Website Development
- Content Management and Automation
- Canva Graphic Design
- Product Management
- Google Analytics and Business Insights
- Search Engine Optimization