



## Amir Kahani- Resume

Amir Kahani is a managing partner at [Auren Israel](#), the Israeli office of the international leading consulting firm [AUREN](#). The firm is one of the top-20 consulting firms in the FOF (Forum of Firms), under the restricted professional standards of the international federation IFAC.

As a managing partner of the Consulting Department, Amir Kahani leads the professional business consultants team of Auren Israel. Auren is part of the international alliance of independent firms, [ANTEA](#), with a global spread of 300 offices in more than 70 countries around the world.

The Israeli offices of Auren are placed in two locations: Tel-Aviv and Jerusalem.

Auren main activity is to assist businesses to maintain business growth and to accompany businesses in all required business aspects, business development, technology, marketing & sales, finance, accounting & audit, international taxation, etc.

Amir developed a unique business methodology, which offers a different angle on the way of creating and maintaining the business activity profitability, "**Beyond Selling: The VSO Way**".

The method joins all the resources of the organization. From the Human Capital (HC) resource, through the management, business development, and up to the sales; to grow the value it provides to the client. This B2B2B perception creates a chain that allows us to grow our clients' business activity, to grow their revenue. So, the client is willing to pay the required price without negotiations.

Before joining Auren Israel; Amir Kahani worked in the fields of strategic and sales consulting through the implementation of the VSO method in a variety of medium and large companies, as well as international business development.

Amir is currently a business lecturer in the Netanya Academic College, in the faculty of Business Administration.



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### Education

**Master of Business Administration (M.B.A) major in Marketing**, University of Manchester.

**Bachelor's Degree (B.A) in Economics and Political Science**, Bar-Ilan University.

**Computer Practical Engineer**, Ort Singalovski.

### Certifications

**Certificated as an ambassador to create change**, Israel Conscious Capitalism.

**Certified coach**, ICA- the Israeli Association for Training.

**Electronic data processing management course**, Bar-Ilan University.

### Lecturers

Academic lecturer, at the Netanya Academic College.

Lectured at several academic conferences in Europe.

International business lecturer.

Lecture on "Out of The Box" project.

### Contact Amir

### Amir's LinkedIn