

Udi Volkov

Udi.volkov@gmail.com | Tel-Aviv, Israel | linkedin.com/in/udivolkov

PROFESSIONAL SUMMARY

Strategic business leader with 10+ years of experience driving organizational growth, managing cross-functional teams, and building lasting stakeholder relationships across government, diplomatic, civil society, defense-tech, and private sectors. Proven track record leading teams of 5–50 people, managing budgets exceeding \$2M, and translating complex strategic objectives into operational execution. Combines entrepreneurial experience, co-founding two companies, with deep public-sector and diplomatic fluency.

CORE COMPETENCIES

Leadership & Team Management: Cross-functional team leadership, strategic planning and execution, performance management, organizational development

Relationship Management & Stakeholder Engagement: Executive-level relationship building, international stakeholder coordination, cross-cultural communication, crisis management

Business Operations & Strategy: Budget management (\$2M+), process optimization, business development, strategic consulting

Communication & Analysis: Strategic communications, data-driven decision making, market analysis, multilingual business communication

PROFESSIONAL EXPERIENCE

VP Marketing & Communications | Althimis 2026–Present

Defense Tech — AI-Powered UAV Training & Simulation Platforms

- Lead marketing and communications strategy for an AI-powered UAV training, simulation, and mission-planning platform.
- Direct narrative and positioning strategy across defense, aviation security, and public-sector audiences.
- Coordinate cross-functional alignment between product, strategy, and external communications.

Co-Founder & Head of Agency | Kalmar Campaign Services LTD 2023–2025

Digital Marketing and Consulting Agency

- Founded and scaled a consulting agency, managing P&L responsibility and business development across civil society, municipal, and private-sector clients.
- Led stakeholder engagement with government entities, philanthropic organizations, and international partners across multiple sectors.
- Developed creative strategies and translated complex client objectives into actionable campaign plans.

Co-Founder & Head of Operations | AFI Consulting LTD 2021–2023

Strategic Campaign Consulting Agency

- Co-founded and established business operations, managing a budget exceeding \$1M while driving strategic growth and client acquisition.
- Managed complex stakeholder relationships across government, civil society, and private sectors in international markets.

Chief Campaign Manager | The Israeli Alliance (NGO) 2019–2021

- Directed operations exceeding \$1M, managing strategic partnerships across government, municipalities, and philanthropic organizations.
- Led cross-functional teams of 15–30 people, coordinating budget allocation and stakeholder relationship management.

Senior Advisor & Operations Manager HaTnua / Zionist Union <i>Senior Advisor for Leader of the Opposition, MK Tzipi Livni</i> - Served as senior strategic advisor to a C-level political executive, managing operations and stakeholder coordination. - Supported complex multi-party negotiations and strategic communications planning.	2018–2019
Political Officer British Embassy Tel Aviv <i>Senior Advisor to the Ambassador</i> - Managed strategic stakeholder relationships across government, business, and civil society as a primary liaison for international partnerships. - Represented British interests at strategic meetings and conferences, coordinating cross-functional diplomatic initiatives.	2016–2018
Parliamentary & Media Advisor Knesset <i>Chief of Staff to MK Michal Biran (Labor Party)</i> Managed strategic planning and stakeholder coordination for integrated organizational and media execution.	2015–2016
General Director The Teachers Movement (Educational NGO) Led the organization's operations and strategic direction, including relations with the Ministry of Education.	2013–2014

EDUCATION

MA, Political Science Tel Aviv University	2019–2023
MBA, Marketing IDC Herzliya	2014–2016
BA, Political Science & Sociology-Anthropology Hebrew University of Jerusalem	2010–2013
Political Science (studies) Yeshiva University, New York	2009–2010

MILITARY SERVICE

Captain (Res.) Officers Training School & Anti-Aircraft Corps, Israel Air Force	2004–2009
--	-----------

LANGUAGES

Hebrew: Native English: Native Equivalent	
---	--