

Position	Description
CSR/Product Analyst	A Certificate Signing Request (CSR) is a specially formatted encrypted message sent from a Secure Sockets Layer (SSL) digital certificate applicant
QA, QA Automation, QA Biotech	Responsible for product quality testing, planning tools for quality testing, and quality testing of medical products, including compliance with standards
Fraud/Data/ Vulnerability/ SoC Analyst	analyzes the organization's safety and privacy problems, cyber security, network hacks, and the resistance of the product or service to hacks and recommends improvements
IT Specialist	Professions related to information systems
System Analyst	Assesses needs, defines features, and develops information systems
Data analyst	Using artificial intelligence to collect, test, clean, convert and model data
SDR/BDR	Map and identify customers based on the features of the product and the problems it solves, provides comprehensive information regarding the capabilities of the product or service, provide technical assistance
Sales manager	Responsible for increasing revenues by managing the sales teams, guiding them, and meeting sales targets.
Marketing Manger	Expert in managing, positioning, and promoting a brand, products, or services that the company offers to attract new customers to the company

Sales Operations Specialist	Defining the sales process for customers, building sales support tools, and developing a customer support system that, in some cases, is integrated into the product / providing feedback to the development team
Technical Customer Care and Support	Responds to the customer's questions and complaints regarding the product or service, assist the customer with problems operating the product (in cases where it is a technical role requiring a thorough understanding of the product) and communicate the necessary aspects for repair/improvement to the development team.
Support Engineer	Technical support for organizations, including analyzing and identifying technical issues with hardware and software, installing products, solving network problems, and providing remote support for operating systems
UX/UI/Product/ Web Designer, UX Writer	Developing user interfaces and tools for programmers

נספח יב' – המקצועות הטכנולוגיים

Position	Description
DBA Big Data	Responsible for the organization, storage, and security of data, the design of databases, and the retrieval of data
Cyber (Security Researcher, Defense and Response, Architect, Threat Intelligence Analyst, Security Incident Response, Network/Crypto/Malware Researcher)	Cyberspace research and control
Image Processing engineer	An image processing engineer assists with the entire life cycle of data classification algorithms and image processing for a company. The responsibilities are to analyze data, write reports, develop methods for feature extraction and classification, research basic to advanced image processing algorithms, give presentations, and create visual interpretations of data.
Machine Learning	Machine learning engineers act as critical members of the data science team. Their tasks involve researching, building, and designing the artificial intelligence responsible for machine learning and maintaining and improving existing artificial intelligence systems.
Server Side / Backend	Back-end development means working on server-side software, which focuses on everything you can't see on a website. Back-end developers ensure the website performs correctly, focusing on databases, back-end logic, application programming interface (APIs), architecture, and servers. They use code that helps browsers communicate with databases, store, understand, and delete data.

Client Side / Frontend RT Embedded	A front-end developer creates websites and applications using web languages such as HTML, CSS, and JavaScript that allow users to access and interact with the site or app. When you visit a website, the design elements you see were created by a front-end developer.
Mobile Development	Mobile developers are a type of software developer. They specialise in mobile technology such as building apps for Google's Android, Apple's iOS and Microsoft's Windows Phone platforms.
DevOps	A DevOps engineer is responsible for optimizing an organization's software, including software maintenance and server administration. Learn how to get the skills you need to be a DevOps engineer.
Software Engineer, Algorithms Programmer	Algorithm engineers—also called algorithm developers—are responsible for the design and integration of algorithms. Well-designed algorithms offer real-time solutions when installed into a software or computer environment. The algorithms that algorithm engineers develop are useful in a variety of fields, including web engineering and signal processing.
AI and ML specialist (Data Scientist)	Helps the organization make data-based decisions driven from big data via code or AI tools.
Infrastructure/ Web Developer	A web developer makes and maintains websites. They are in charge of a site's overall look and feel. Web developers also handle the technical aspects of a website, including its performance (website speed) and capacity (the maximum amount of traffic the site could handle at a given
Networking/ Site Reliability/ Power Electronics/ Quality Engineer	Site reliability engineer is a job title for a specialist who works with software developers to ensure that an organization's computing systems are scalable, stable and

	predictable. The position calls for someone who is comfortable with both software engineering and IT operations.
Technical Solutions Expert	Technical Solution Specialist provides technical solutions and expert advice and ensures that technical and operational risks are evaluated and taken into account when providing those solutions to customers
Installations/ Field Service Engineer/Client Support Engineer	The primary responsibility of a customer support engineer is to solve any technical issues a customer is having while using their new product or service. These issues are often related to software or hardware, so it's essential that customer support engineers have a solid grasp of computer systems
Biotech (Biotech Project Mng., Biological Research, Clinical Manager, Bioinformatics, Medical Advisory, Regulation)	Biotechnology is a field that uses biological systems to produce technological products and systems.