

May 7th, 2018
Jerusalem

Letter of Recommendation – Gilad Kabilo

To Whom It May Concern,

I am writing to you in support of **Gilad Kabilo**

Gilad Kabilo was a fellow on the [Israel-Asia Leaders Fellowship](#) over 2015-16. The Israel-Asia Leaders Fellowship is a program run by the [Israel-Asia Center](#), focused on building future leaders in Israel-Asia relations.

Every year, we choose a select group of high-caliber Asian and Israeli students studying at universities in Israel who show potential to be leaders in their fields in the future.

Over a period of eight months, we put these young leaders through an intensive program (which runs in conjunction to their university studies in Israel) comprising meetings with established leaders in business, innovation, government, diplomacy and media; field trips focused on Israeli innovation to solve global challenges; business skills workshops; professional mentorship from industry leaders; one-on-one consultations and coaching; leading business networking conferences; and speaking engagements at events. During the program, fellows are also required to identify challenges faced by their home countries, and to use their time in Israel as an incubator to developing innovative solutions, and practical projects in their fields that promote Israel-Asia relations.

Gilad was the only Israeli selected to participate in his year of the fellowship, with all the other participants hailing from different countries in East, South and Southeast Asia. During the fellowship, Gilad's personal leadership, integrity and motivation led to us recommending him to Mitsubishi Corporation to conduct a research project for them on Israeli cybertech.

Following the fellowship, Gilad served as the Asia Director and Public Affairs Director at StandWithUs. He also served as the Japan-Israel Projects Coordinator at iLand6, overseeing over \$10 million USD in capital investments and the establishment of an Israeli R&D center for a Japanese multinational. Gilad has become one of Israel's leading media commentators on Israel's struggling, yet growing government-level and business relations with Japan, and writes regular op-eds for Israel's leading financial publications, such as *The Marker*, *Ctech* and *The Jerusalem Post* on the intricacies of these relations, the challenges ahead, as well as untapped opportunities.

In 2017, Gilad was selected to receive an [Israel-Asia Micro Grant](#) from the Israel-Asia Center and Start-Up Nation Central to support his work to strengthen Israel-Japan business and government relations.

Gilad has since established [Asia.IL](#), providing Japanese companies and investors with scouting services, roadshows, venture capital and strategic investment opportunities. In conjunction with this initiative, Gilad has also established the Japan.IL Forum - a platform for enabling Japanese multinationals to grow and find solutions in Israeli tech. Gilad has also worked with diplomats, government officials and business leaders behind the scenes to foster connections between Israel and Asian countries.

Gilad's leadership qualities have led to him being a proactive member of our fellowship alumni network. Meanwhile, his affability, approachability and team-player skills has led to his collaboration with other Israel-Asia Leaders Fellows and alumni on joint initiatives, and led us to select Gilad as a peer-level mentor and motivational speaker to fellows on the current Israel-Asia Leaders Fellowship, advising them on how to make the most of their Israel experience, by providing cultural and networking tips and insights, as well as guidance on their own fellowship projects.

Over the years that I have known him, Gilad has established himself as a unique and exceptional individual and committed partner. He is a passionate and compelling communicator, audacious, sharp, thoughtful, curious and an out-of-the box and forward thinker. He sees opportunities where others may see only barriers, and is exceptionally driven and tenacious.

As a U.S. and Israeli citizen who speaks English, Hebrew and Japanese, Gilad has a deep understanding of how to bridge the cultural differences and challenges that exist between Israel, Japan and the United States, and serve as a bridge-builder between the three cultures and countries within the business arena.

Saying that, I believe Gilad would currently benefit from a framework in which to further learn, develop and test out some of his ideas, and acquire additional managerial, business and analytical skills that will take him to the next level of his venture, Asia.IL.

Gilad's dynamic energy, can-do attitude and genuine interest in people is a winning combination. He is without a doubt one of the finest fellows we've hosted on our leadership program over the past seven years. I am proud not only to have hosted him on our program, but to have had the privilege of since working with him as a partner in strengthening Israel's relations with Japan and other countries in Asia. I expect to continue to see great things from him as an entrepreneur and business leader in the Israel-Japan arena.

This, along with his intelligence, work ethic and passion for forging meaningful international relationships are qualities which distinguish Gilad as one of the more capable people I have enjoyed working with, and – I believe - are a perfect fit for a position with an emphasis on international growth in business.

Please do not hesitate to be in touch with me if you have any questions.

Sincerely,

Rebecca Zeffert
Founder & Executive Director
Israel-Asia Center