



SUMMARY

Background in Foreign Languages, combination of Inter-Cultural Skills with Project Management and Global Business Development fields.

Currently, he's directing regional sales and marketing activities for Emek, a leading transformer manufacturer in the world.

In this role, he's actively seeking and creating opportunities for various products; cooperating with multi-national private and public utilities, EPC companies; operating market entry strategies, pioneering projects, establishing sales networks; acquiring brand/product homologations; participating in key events, exhibitions; managing teams, operations and chasing whatever is necessary to achieve sustainable results and profits on a global scale.

Previously, he supported a renewable energy R&D project in a Geothermal Power Plant; he had a trainee period in Ministry of Economy; exploring international commerce regulations; and another in Bagatur Law office; translating legal contracts.

With a partial MBA from Ankara University, and a BA from Yeditepe University, he has outstanding qualifications, certifications; and voluntary contributions to NGO projects.

He's truly passionate, oriented for international trade & marketing, and open for new opportunities.

Specialties:

Project management and coordination

Strategic business development

Market research

Market entry strategies

Competitive intelligence and analysis

B2B

SAP SD

Multi-tasking

International sales and marketing

EDUCATION

MBA, Foreign Trade & International Marketing	Feb 2013 – on Hold
<i>Ankara University, Ankara, Turkey</i>	
Chinese Language and Literature	Oct 2011 – Feb 2012
<i>International Cultural Exchange School; Donghua University, Shanghai, China</i>	
Bachelor of Arts, Translation and Interpreting Studies (Spanish)	Sep 2006 – Jan 2011
<i>Faculty of Arts and Sciences; Yeditepe University, Istanbul, Turkey</i>	
Diploma, Foreign Languages	Sep 2002 – Jun 2006
<i>Nazilli Anatolian High School, Aydin, Turkey</i>	

EXPERIENCE

Regional Sales & Marketing Responsible, EMEK Electrical Industry Inc., Ankara	Sep 2012 – Still WORKING
<i>Manufacturer & Worldwide Exporter of Instrument Transformers, established in 1969; www.emek.com.tr</i>	

- Positioned, expanded brand as strategic business partner in more than 73 countries in LATAM, NAM, Europe, MENA & SADC
- Determined annual gross-profit plans, scheduled expenditures, forecasted CAC, P&L, sales quotas and budgets
- Administered international multi-functional teams, out-sourced consultants, increased result oriented productivity
- Spearheaded sales activities, handled A to Z tender and order procedures; organized FATs, inspections, audits
- Secured 2 business alliances for supplementary products to boost competitiveness and awareness
- Prepared SWOT reports; segmented customers and markets; tailored market entry strategies
- Launched supplier qualification, homologation, approval acquisition and EIA/ESIA processes
- Recruited representatives in 15 countries; managed channels, distributors; defined KPIs
- Tracked project investments, authorizations, adjudications and biddings
- Acted as a communication and coordination bridge, authored business models
- Accumulated competitive market intelligence, analyzed trends, initiated corrective actions
- Pioneered 2 new R&D projects; challenged and enhanced product range, quality and service
- Integrated, configured SAP SD modules as Key User; coordinated process teams; trained users
- Participated to 7 exhibitions in 6 countries in previous 3 years, monitored global competitors
- Sourced, negotiated due-diligence blanket/time contracts/frame agreements; sum over \$13M
- Conducted frequent visits, technical trainings, presentations, supervision, after sales services in 18 countries
- Introduced brand, penetrated into 8 countries *for the first time*; ultimately increased revenue more than \$7.3M in 4 years
- Earned excellent marks, performance reviews for dedication and unsurpassed adaptation to new concepts

International Markets & Prospects Consultant (<i>voluntary</i>), Turkey Digital Games Federation - TUDOF, Ankara	Nov 2012 – Feb 2013
<i>Governmental Digital Gaming Federation subjected to the Ministry of Youth & Sports; www.tudof.org</i>	

- Provided digital-video gaming statistics, market data and dynamics, industry reports, trends, prospects; activities and investments of multi-national game developers and publishers
- Presented consumer preferences and behaviors; case studies of regulations implemented by South Korean Governmental Organizations

Translator & Interpreter (<i>trainee</i>), General Directorate of Imports, Ankara	Aug 2009 – Sep 2009
<i>Governmental Department subjected to Ministry of Economy (Turkey), www.ekonomi.gov.tr</i>	

- Edited and analyzed tariff and custom duties for the importation of certain substances in EUCU, and relevant studies of InCoTerms
- Data input and update, international correspondences, treaties, quota and safeguard measures, anti-dumping cases

Translator (<i>trainee</i>), Bagatur Law Office, Istanbul	Jun 2009 – Jul 2009
<i>One of oldest and leading law firms, focused on commercial representation of international clients, www.bagatur.com</i>	

- Translation and editing of various legal texts, contracts and agreements

Research & Development Staff (<i>voluntary</i>), Buharkent Geothermal Power Plant, Aydin	Sep 2004 – Jan 2006
<i>A renewable energy research project of effective use of hot spring/water resources; Southern Aegean Development Agency; www.geka.org.tr</i>	

- Prepared and translated land topography statistics to project managers; reported expenditures of operational procedures, project costs; supported establishing supply chain models to improve efficiency and productivity

SCHORLARHIPS & AWARDS

Graduated with Honors in English, Nazilli Anatolian High School	Jun 2006
Granted with Superior Achievement Scholarship of the Council of Higher Education – OSS 2006 Turkey 97 th	Sep 2006
Graduated with Honors Degree, Yeditepe University	Jan 2011

OTHER

- **Languages** – Native in Turkish, Advance in Spanish & English, Beginner in Russian, Norwegian & Chinese
- **Computer** – Mic. Win., Linux Ubuntu; MS Office Tools, SAP SD, Trados SDL, ERP Electra, AutoCAD
- **Personal Info** – Turkish Citizen, Born on 05.01.1988, Single, Class B Driving License, Non-Smoker
- **Military Service** – Completed on 17 Sep 2011
- **Personal Skills** – Ambitious, Analytical, Customer & Result Oriented, Initiative, Inter-cultural, Multi Tasking, Negotiator, Team Member
- **Memberships, Hobbies** – Development Platform Foreign Trade Community; Foreign Cuisines, Travelling, Electronic Sports

References upon Request

CERTIFICATIONS AND COURSES

<p>» Strategic and Competitive Intelligence Professional IMMIB - ENERGY WORLD WIDE, UR-GE PROJECT <i>Defining, gathering, analyzing, and distributing intelligence and information about products, services, customers, competitors, and any aspect of the market, to support executives and managers in strategic decision making in an organization. Legal and ethical collection and analysis of information</i></p>	<p>02 – 05 May 2015</p>
<p>» First Aid Fundamentals, General Health & Safety at Work</p>	<p>18 – 19 Feb 2015</p>
<p>» International Credits, Loans & Insurance Programs of Turkish EXIM BANK <i>Short, medium and long-term cash and non-cash credit programs for exporters, export-oriented manufacturers, overseas investors and companies; financing the exportation of durable and non-durable consumer goods, with direct loans, guarantee facility, Letter of intents etc., and insurance programs against commercial and political risks</i></p>	<p>04 – 26 Nov 2014</p>
<p>» International Sales & Marketing Techniques Ankara Chamber of Industry</p>	<p>19 – 20 Sep 2013</p>
<p>» Supply Chain & International Logistics Operations <i>System of organizations, people, activities, information, and resources involved in moving a product or service from supplier to customer</i></p>	<p>04 – 14 Dec 2012</p>
<p>» Letter of Credit in International Payments <i>How to read Letter of Credits, key details in establishing LCs</i></p>	<p>24 – 25 Nov 2012</p>
<p>» Certificate of Foreign Trade and Operational Specialist Renaissance Institute of Change and Governance Studies <i>Export-import background and international regulations, Forwarding-shipping and management of trade related operations and transactions.</i></p>	<p>04 – 26 Dec 2010</p>
<p>» Exports-Imports Operational Transactions, General Regulatory Principles Istanbul Performance and Businessmen Association</p>	<p>23 Dec 2010</p>
<p>» Payment Techniques in Foreign Trade Istanbul Performance and Businessmen Association</p>	<p>17 Dec 2010</p>
<p>» Correspondence Techniques in Foreign Trade Istanbul Performance and Businessmen Association</p>	<p>03 Dec 2010</p>
<p>» Sales Marketing, Project Management, Teamwork and Management E-Certificate Online Educations of Institutional Campus</p>	<p>14 – 29 Nov 2010</p>
<p>» Fundamental Foreign Trade Istanbul Young Businessmen Association</p>	<p>26 – 27 Nov 2010</p>
<p>» International Marketing and Introduction to Venture International Markets Istanbul Performance and Businessmen Association</p>	<p>07 Nov 2010</p>
<p>» Project Management Organized by TURA Foreign Trade Co. Inc. within the Development Platform</p>	<p>07 – 21 Nov 2010</p>
<p>» Executive Assistant - Time Management and Coping with Stress Istanbul Performance and Businessmen Association</p>	<p>06 Oct 2010</p>

SOCIAL & NGO PROJECTS (NON-GOVERNMENTAL ORGANIZATIONS)

» **TEMA Foundation**

Apr 2010

Volunteer, donator, coordinator for foreign visitors

TEMA is the abbreviation for "The Turkish Foundation for Combating Soil Erosion, for Reforestation and the Protection of National Habitats"

Project photos : <http://ormanharitasi.tema.org.tr/galeri/Album-17-1>
Location : Gelibolu, Findikli, Degirmenduzu, Komurtepe
Plantation area : 20 hectare
Seedling Qty : 11.780
Season : 2009 - 2010 Spring
Tree species : Pine & Mediterranean Cypress

» **Underwater Waste Gallery and Educational Workshop, Yeditepe University, PRP**

Jun 2011

Marine Life Instructor

Project photos : <http://prp.yeditepe.edu.tr/turmepa/turmepa/turmepa.html>

» **GREENPEACE**

Feb 2014

Activist

Protect the Mediterranean Sea Project
Social and self-consciousness to Global Warming and Energy

» **Open Society Foundation**

Mar 2014

Volunteer

Democracy and Human Rights
<http://www.aciktoplumvakfi.org.tr/pdf/openso1.pdf>

» **Community Volunteers Foundation**

June 2014

Peer-to-peer trainings

<https://drive.google.com/file/d/0B9I18kCIRRjuOENXVGdRT3p2UUU/view>

» **UNICEF Turkish National Committee**

Mar 2015

Volunteer

Children; Flying High for Kids, Ankara

Project photos : <http://unicef.org.tr/basinmerkezidetay.aspx?id=22550&dil=en&d=>