

SONER IVDIK

Specialized in passenger, commercial and agricultural vehicles and spare parts, sales analysis, modeling and forecasting. Preparing statistical methods integrated with sales. A good command of the sales and CRM modules of ERP programs. Wide customer portfolio. Frequent visits, fairs and representations abroad. Graduation YTU. Advanced English



Personal

Name
soner ivdik

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Interests

Hunting
Artificial Intelligence

Languages

English



Work experience

Jul 2020 - Present

Export Sales Manager

[Aydınlar Automotive Industry, Konya](#)

- Conducting market research for foreign regions
- Increasing the customer portfolio doing studies for new customers
- To carry out the necessary studies to reach the export sales targets
- Following competitor activities and market trends
- Searching for effective sales channels and selling the company's products in the most efficient regions
- Preparation of reports on regional activities
- Protection and development of existing customers
- Responding to customer demands, orders and samples and ensuring their follow-up
- Building sustainable business partnership with distributors
- Designing & Executing growth plan in export countries
- Customer visits and participating in fairs
- Contributing to new product development processes by forwarding demands from the market to R&D with an effective pricing strategy

Jan 2012 - Jun 2020

Agricultural Sales Manager

[NSK Automotive, İstanbul](#)

- Development of new customers and business opportunities, through the presence on the field and business development
- Following competitor activities and market trends
- Searching for effective sales channels and selling the company's products in the most efficient regions
- Customer visits and participating in fairs
- Protection and development of existing customers
- Coordinating with all relevant departments such as production, logistics, planning and finance within the company

Nov 2008 - Aug 2011

Customer Relationship Management Officer

[Metag İnşaat Tic. A.Ş., İstanbul](#)

- All interviews with foreign partners in abroad building sites
- Reporting statistical analyzes and charts to management regularly
- Supporting Acc. and Finance Dept.
- Reporting all information and requests regarding the construction site employees to the relevant departments



Education and Qualifications

Sep 2001 - Jan 2007

Bachelor Degree of Statistics

[Yıldız Technical University, İstanbul](#)

Sep 1997 - Jun 2001

Foreign Language Intensive High School

[İsmail Rüştü Olcay High School, İstanbul](#)

physical sciences



Skills

MS Office	★★★★★
IFS ERP	★★★★★
Data Analysis	★★★★★
Sales & Marketing	★★★★★
Business Development	★★★★★
C++	★★★★★



Courses

Nov 2017 - Nov 2017	Target Market Determination Methods İstanbul Exporters' Association
Nov 2014 - Nov 2014	Customer Relationship Management Platform Akademi
Feb 2014 - Feb 2014	Basic Hunting Training Bilim Eğitim Merkezi
Mar 2013 - May 2013	Foreign Trade Expertise Platform Akademi
Jan 2013 - Jan 2013	MS Office Advanced Bilişim Eğitim Merkezi