

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

Istanbul 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