

RESUME



İbrahim Cem Özkan

Area Sales Supervisor

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ABOUT ME

Creative Marketing Specialist eager to work with top clients. Bringing deep understanding of products, market conditions and customer preferences. Ready to apply skills and 6 years of experience to new position with long-term potential to selling and providing service to potential customers all around the Globe. Knowledgeable about international business norms, etiquette and laws.

EDUCATION

- 2015-2018 Izmir University of Economics, Logistics Management Master Program with thesis GPA (3.92 /4)
- 2017 -(Current) Anadolu University Bachelor of Science : Sociology and Anthropology
- 2014-2016 Atatürk University ,Advertising and Marketing (2 years)
- 2009-2014 Izmir University of Economics, Logistics Management

WORK EXPERIENCE

2022-09-2022- Area Sales Supervisor
Esila Tarım Ür. Nak. Pet. Ur. Tur. Org. Ltd. Şti.

Providing tailor made service according to clients' needs for food and industrial sectors. Handling Import and Export operations in order to fulfill customers' demand. Searching for customers and establishing price strategies. Build trust and credibility with distributors, customers, and brokers; ability to collaborate at all levels. Maintains and updates product forecasts based on distributor and customer input, as well as personal judgment. Maintained organized, presentable merchandise to drive continuous sales.

2018-08-2022-07 Area Sales Specialist
Hasal Tarım Ürünleri Sanayi ve Ticaret Ltd

Worked closely with all product development departments to create and maintain marketing materials for sales presentations and client meetings. Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets. Designed export strategies to meet project requirements for delivery timeframe. Checked import and export documentation to determine cargo contents and classified goods into different tariff or fee groups.

2015-04 / 2015-08 Import- Export operations agent
Kita Logistics Seafreight, İzmir

Followed requirements and regulations for dangerous goods handling. Documented waybill data and dimensions and weights of cargo in computer database. Verified shipments against documents to maintain accuracy. Negotiated and arranged transport of goods with shipping or freight companies. Obtained competitive rates and space with airlines, steamship lines, railways and trucking companies. Created and transmitted accurate documentation to governmental agencies for all import activities. Created documents of load plans, cargo cleanliness inspections and transportation processes.

SKILLS

Logistics



Risk Management



Analytics and SEO



Research methods



B2B sales



Business development and planning



Sales Strategies

Analytical Problem Solver

Direct Sales

Sales Cycle Management

Transportation Activity Management

Computer Skills

L A N G U A G E S K I L L S

Turkish: Native language**English:** Advance Level (in word and writing)**Deutsch:** A2 Level (in word and writing)

L I C E N S E

In possession of a drivers License since 2008

M I L I T A R Y S T A T E

Exemption from military service. Completed in 2019

VOLUNTEER EXPERIENCE

İzmir Doğa Gönüllüleri
Bayetav

2022-Present

Zirve Park Konut Yapı Kooperatif, İzmir

*Followed up with prospective buyers regarding incentives from builder and new developments in surrounding area.**Developed and maintained list of available properties suited to different needs and budgets for both commercial and industrial use.**Established beneficial professional networks and partnerships to gain insight and campaign support resulting in long-term business relationships. Reached out to customers after completed sales to evaluate satisfaction and determine immediate service requirements.*

C e r t i f i c a t i o n

2020: Churn ve Müşteriyi Elde Tutma Yönetimi- İstanbul İşletme Enstitüsü

2020: İleri Excel Eğitimi- İstanbul İşletme Enstitüsü

2020: Sosyal Medya Uzmanlığı Eğitimi- İstanbul İşletme Enstitüsü

2020: Satış Yönetimi- İstanbul İşletme Enstitüsü

2020: Adwords Eğitimi- İstanbul İşletme Enstitüsü

2020: Nöropazarlama- İstanbul İşletme Enstitüsü

2020: Dış Ticaret Eğitimi- İstanbul İşletme Enstitüsü

2020: Müşteri İlişkileri Yönetimi - CRM- İstanbul İşletme Enstitüsü

2020: Facebook ve Instagram Reklamcılığı- İstanbul İşletme Enstitüsü

2020: Güçlü Marka Oluşturma Stratejileri- İstanbul İşletme Enstitüsü

2020: İhracat Geliştirme- İstanbul İşletme Enstitüsü

2020: Tüketicilerin Davranışları ve Satın Alma- İstanbul İşletme Enstitüsü

2020: SEO Eğitimi- İstanbul İşletme Enstitüsü

2020: Yalın Üretim Eğitimi- İstanbul İşletme Enstitüsü

2020: Perakende Yönetimi Eğitimi- İstanbul İşletme Enstitüsü

2020: Pazarlama İletişimi Eğitimi - İstanbul İşletme Enstitüsü

2019: Dış Ticaret Yönetimi Eğitimi – Ege İhracatçı Birlikleri

2019: Dış Ticaret Uzmanlığı Eğitimi – Milli Eğitim Bakanlığı

2014: ISO certificates: ISO-22000-2005-HACCP, OHSAS-18001, ISO-14001, ISO-9001, ISO-19011

I n t e r e s t s

Lean Approach in logistics

Risk Management

Collection of vintage Books and
Types Reading non-fiction and
current affairs books Fixing
computers and Programming

A c c o m p l i s h m e n t

Distribution Channel process from
production to customer (Project)Determining the Stationary Demand
of power plant by using Gams and
Cylex (Project)