

## 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

## SKILLS

Logistics

Risk Management

Analytics and SEO

Research methods

B2B sales

Business development and planning

## 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.*

## Sales Strategies

## Analytical Problem Solver

## Direct Sales

## Sales Cycle Management

## Transportation Activity Management

## Computer Skills

## Zirve Park Konut Yapı Kooperatifi, 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.*

## LANGUAGE SKILLS

**Turkish:** Native language

**English:** Advance Level (in word and writing)

**Deutsch:** A2 Level (in word and writing)

## LICENSE

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## MILITARY STATE

Exemption from military service. Completed in 2019

## VOLUNTEER EXPERIENCE

İzmir Doğa Gönüllüleri  
Bayetav

2022-Present

## Certification

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: Tüketici 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

## Interests

Lean Approach in logistics

Risk Management

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

## Accomplishment

Distribution Channel process from  
production to customer (Project)

Determining the Stationary Demand  
of power plant by using Gams and  
Cplex (Project)