

Aykut ENGIN

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Education :

PhD. Doctor of Philosophy in Mining Engineering- *İstanbul Technical University (Currently held)*

Master Degree, Istanbul Technical University - *Mineral Processing Program - (2000-2002)*

Master Thesis, Enrichment of Lead and Zinc Oxide Minerals in Zamanti Region, *10th International Balkans Conference (August-2002)*

Bachelor's Degree, Istanbul Technical University - *Mining Engineering - (1995-1999)*

Work Experience :

Clarion Events Ltd.

Acting Country Manager (*April 2014 -...*) : Including previous responsibilities; managing the office in Turkey and implementation of Business development projects especially energy and IT industries.

Show Director (*July 2013 - March 2014*) : Responsible for preparing feasibility reports for new exhibitions in Turkey and neighbouring region to an international company which has organised about 200 events in 55 different countries; reporting to the UK head office; providing consultancy services to the related chambers, associations and foundations.

Show Manager (*June 2010 – June 2013*) : Managing the sales, marketing and operation departments and their affiliated units. Responsible for feasibility studies for new exhibitions; reporting to the Germany Office; providing consultancy services to the related chambers, associations and foundations.

SURVEY Marketing + Consulting GmbH & Co. KG.

Sales & Marketing Group Leader (*June 2008 - May 2010*) : Managing sales and marketing managers and their departments. Monitoring exhibitions held in Germany, Italy, Spain, Poland, Russia and China. Feasibility studies for new exhibitions; reporting to the Germany head office; providing consultancy services to the related chambers, associations and foundations.

In addition to previous exhibitions; responsible for sales, marketing, budgeting and managing operational processes of Wood Working Machinery exhibition (Z-TEC), Kitchen and Bathroom exhibition (MUDER), Office Furniture exhibition (Office-IST) and Renewable Energy exhibition (R-ENERGY).

Sales & Marketing Manager: (*June 2007 – May 2008*) Managing sales and consultancy services between Turkey and the other countries (Germany, Italy, Spain, Russia, Poland and China) where the firm organise exhibitions.

Managing the sales and marketing processes of the International Fairs for Suppliers to the furniture and interior design industries (ZOW), Furniture Textiles (Furni-Fab) and Sports (Sportif).

Tüyaş Fuarçılık A.Ş.

Sales Manager (*January 2007 - May 2007*) : Finding new exhibition topics, conducting feasibility study, organising exhibitions, sales, managing and training the personel, managing relations with related chambers and associations and preparing reports after the exhibitions.

Managing the sales and marketing process of Mining, Door, City-Council and Bus exhibitions,

Business Development Executive (*June 2005 - December 2006*) : Finding new exhibition centres, conducting feasibility study, organising sales activities and preparing the reports after events.

Managing the sales and marketing of International Defence Industry Fair (IDEF'05)

Akbank T.A.Ş.

Operation Center

Information Technology Business Development Manager (*June 2004 - May 2005*) : Preparing business requirements and test scenarios for the projects in system development process for alternative distribution channels, applying tests and approval, training throughout system integration process and afterwards, preparing reports and risk assessment.

Call Center

Supervisor (*February 2000 - November 2003*) : Being in charge of the operation of a group of 60 people, monitoring quality and work motivation, ensuring all the necessary trainings in place for business development and investment in people.

Trainings :

Advanced Business English / *Wall Street Institute, 1 April 2013-30 September 2014*

Common Stocks Training / *Akyatırım, 03-04 February 2005*

Effective Call Center Management Training / *Sistema, 02-03 October 2004*

Individual Pension Product Training / *AkEmeklilik, 29-30 August 2003*

Personal Development Training, Akbank Eğitim Grubu / *08-27 January 2003*

Leadership Training for Managers, Baltaş&Baltaş / *26-27 July 2002*

Effective Presentation Techniques, Baltaş&Baltaş / *19-20 January 2002*

School of Call Center, Arthur Andersen / *02 April - 12 May 2001*

Basic Banking Training / *Akbank Eğitim Grubu, 26-30 March 2001*

Communication Techniques Training / *Arthur Andersen, 13-23 March 2001*

Personal Achievements :

Advanced English

B Class Driving Licence

CRM Customer Relationship Management Program,

Microsoft Office, Business Object, Avaya, Work Force Manager, Wordnet, Sara

References : Available on request.