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Work Experience

01/2016 - Present

Ankara, TURKEY

Business Operations Manager

Gümrük ve Turizm İşletmeleri Tic. A.Ş. (GTİ)

- Planning and managing the operational, administrative and commercial activities in border crossing points and managing the business experts in the company,
- Business development and planning of commercial places in existing facilities and new projects,
- Contract management of commercial subcontractors,
- Managing the border crossing point construction tenders,

11/2009 – 12/2015

Ankara, TURKEY

Senior Business Expert

Gümrük ve Turizm İşletmeleri Tic. A.Ş. (GTİ)

- Preparing feasibility reports and financial analysis of border crossing modernization projects, logistic centers, warehouses, office areas, food-courts, hotels, congress centers, etc.
- Estimating the income and expense items, modeling the possible scenarios for Turkey based and international projects (Iran, Georgia, Syria, Kazakhstan),
- Subcontractor management and periodic analysis of duty-free shops (SETUR), tax free gas stations (Petrol Ofisi), banks (Garanti Bank), advertisement companies located in border crossing points,
- Making analyses about existing and new income items, preparing market researches and customer behavior analysis to estimate the profitability,
- Forming marketing strategies for renting commercial places, tender management and following up contract deliverables,
- Taking active role in preparation of BOT (Build-Operate-Transfer) contracts and tender documents,
- Preparing SWOT analysis and time release studies for existing/new projects and generating new strategies,
- Experience in operational and procedural (customs, police, etc.) activities in border crossings, airports and seaports, making site visits,
- Experience on PPP (Public Private Partnership) projects and knowledge on integrated border management,
- Working on R&D projects about technical solutions in the border crossing points in the project phase and operational phase,
- Tracking logistics, transportation market and cross-border activities of Turkey and neighboring countries,
- Preparing presentations for board of directors, representing company in national and international meetings and fairs,
- Corresponding formal letters with governmental bodies and subcontractors,

04/2015 – 12/2015

Ankara, TURKEY

Project Coordinator

Directorate General of Civil Aviation / COMCEC

As to give support to DGCA authority and gain experience additional works has been performed in:

- Working as the project coordinator of project named "Measuring and Benchmarking of PMPI (Passenger

Movement Performance Index" among OIC Countries" funded by COMCEC,

- Making site visits to 6 airport terminals in Turkey, United Arab Emirates, Qatar, Kuwait, Indonesia and Malaysia for making observations and present solutions to optimize the passenger movement processes,
- Time release studies on airport operations and performing passengers satisfaction surveys, to form a benchmarking tool for passenger movement performance,
- Preparing SWOT analysis for airports, reporting the outcomes to DGCA and COMCEC,
- Coordinating and directing the project members and preparation of final report and presenting project outcomes in local and international meetings,

04/2008 – 12/2009

Ankara, TURKEY

Business Expert

Gümrük ve Turizm İşletmeleri Tic. A.Ş. (GTİ)

- Preparing tender documents (technical specification: administrative specifications, etc.) for vehicle, baggage and cargo x-ray scanning systems procurement projects,
- Managing tender process and following up contract deliverable,
- Attending factory and on-site tests with Custom representatives and acting as a coordinator between contractor and Customs representatives,
- Coordinating shipment, customs clearance, installation and commissioning phases with Contractor Company,
- Preparation of maintenance contracts, contract negotiation and tracking the status of x-rays,
- Managing project of manufacturing x-ray scanning machine in Turkey in collaboration with two worldwide manufacturers (Varian Medical Systems and Nuctec Company Limited),
- Preparing feasibility study of the project and designing a technical and legal framework of the project,
- Presenting all the aspects of the project directly to the board of directors of GTİ and TOBB,
- Carrying out negotiation process of collaboration scenarios

Languages

English (Fluent) – TOEFL: 94/120

Spanish (Basic)

Education

09/2010 – 06/2013

Ankara, TURKEY

Engineering Management – 3.20 / 4.00

Middle East Technical University

09/2004 – 08/2008

Ankara, TURKEY

Electrical and Electronics Engineering – 3.04 / 4.00

TOBB University of Economics and Technology (Scholar)

09/1997 – 06/2003

Ankara, TURKEY

Ankara Atatürk Anatolian High School