



# 1. Emre CENGİZ

## PERSONAL SUMMARY

*I possess 22 years' experience in progressively more responsible leadership positions in areas of Business Management, Supply Chain Management, Foreign Trade Management, Trade Management and New Business Development.*

*I have clear and proven experience in these fields;*

**Supply Chain** (Purchasing, Planning, Transportation, logistics, Warehouse Operations, Custom Operations/Regulations, Distribution, e-fulfilment, e-trade logistics, Return Logistics)

**Foreign Trade** (Import and Export Operations & Regulations, Licensing and official Applications, Bank, exchange and Finance management, Custom and bounded warehouse operations, inward processing, Foreign Trade Legislation)

**Purchasing and Administrative Services**(Purchasing Management, Domestic and Oversea Purchasing, Contract and Subcontract management, Contract/Subcontract Staff management, Service Management, Leasing, Procurement of Administrative goods, Project Management, Raw, Semi-raw material, technical, machinery, industrial and serial production, Packing and consumable products, durable and food)

**Business Development**(Export and Oversea Sales, new business development, sales, marketing, in direct and direct sale channels, Gross and Retail sales, building marketing channels, Executing search and strategic plans for penetration to target country, region or market, investment research, e-commerce business development and building and managing digital marketing and sales.)

*I have a clear, logical mind with a practical approach to problem solving and a drive to see things through to completion. I have a great eye for detail. I am eager to learn, strong minded. I enjoy overcoming challenges. I am hardworking and Strong minded, eager for success, creative, team member, ability to adapt various environments, good communication and leadership skills, innovative have a strong drive to do things better. I can describe myself as analytical and critical thinking, using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems and also as a problem solver.*

## AREAS OF EXPERTISE

Business Development

Logistic Management

Import & Export Mng.

Procurement Management

Project Management

Supply Chain Management

Trade Management

## PROFESSIONAL

English- Proficient User

German-Beginner

## PERSONAL DETAILS

Emre Cengiz

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DOB: 20/11/1973

Driving license: Yes

## WORK EXPERIENCE

**Syper Petroleum Distribution Co. – Fuel Distribution**

COMPANY & SUPPLY CHAIN MANAGER 04.2012 - present



- Management of Supply Chain operations
- Implementing Principles and Legal Provisions and EMRA Regulations
- Leading Import /Export Operations and Regulatory Affairs
- Purchasing Management
- Supplier and Project Management
- Supervising orders clients and controlling logistics operation
- Leading the procurement and delivery of goods to retailers
- Customer Relationship Management
- Building new clients and leading sales team
- Cost control, budget control and financial management
- Managing orders from suppliers to retailers and suppliers/SAP
- Leading Supply Chain and logistic operations
- Contract Management, following Legal issues, and Official License issues
- Responsible for the profitable growth of the operations
- Effective Administration procedures
- Controlling Automation IT Systems and supervising new installations
- Leading Sales Operations and building distribution network

## ***EN Trade & Online Shopping – Online Shopping & Trading***

NEW BUSINESS DEVELOPMENT MANAGER      04.2010 - 08.2012

- *Purchasing Trading Goods*
- *Planning and Leading E-trade Operations*
- *Managing Brands and managing all Process*
- *Importing Products.*
- *Customer Management, Advertisement and Marketing*
- *Planning and Managing Supply Chain of Products development*
- *Digital Advertising and Digital Marketing Management*
- *Organizing Sales and Marketing Plans (online)*
- *Business development of internet sales and e-trade.*
- *Procurement of Products, researching of new suppliers, new products*
- *Planning and controlling Logistics of Products in both ends*
- *Customer experience applications*
- *Monitoring market Sales and effects of Marketing strategies*

## ***IEC Shipping Trading Ltd. – Maritime/Logistics/Ship Management***

GENERAL DIRECTOR (Operation & Logistics)      07.2007 - 07.2010

- *Company business management*
- *Technical Surveys and Audits.*
- *P&L Reporting to board*
- *Purchasing Management of Technical Products, Machinery and consumable products.*
- *Management of operations and planning the fleet to meet the requirements Charterers and Shippers*
- *Analysis of profitability & functionality*
- *Following and management of technical operations*
- *Department coordination, management & running of the vessels*
- *Supplier Relations and Customer Experience Management*
- *ISM (International Safety Management), ISPS (Int. Ship and Port Facility Security)*
- *Department and vessel audit & control according to ISM & ISPS*
- *Technical and consumable goods purchasing – supply of ships*
- *Cargo Management*

## ***Atak Autospare Parts A.S. – Automotive/Production/Foreign Trade***

FOREIGN TRADE & LOGISTIC MANAGER      10.2006 - 07.2007

- *Management of Foreign Trade operations.*
- *Import and Export Operations*
- *Procurement of International products*
- *Perform Market research and find new customers for company.*
- *Develop new projects for company*
- *Decrease the company costs with these projects and improve the profitability.*
- *Organize the logistics operations.*
- *Ensuring the profitability of the warehouse operations and enhance new applications*
- *Working close with manufacturers to improve imported products according to dealer and end user feed backs.*
- *Monitoring the warehouse performance for export operations*
- *Performing competitive effort to retain existing foreign customers and gain new ones.*
- *Managing Warehouse activities*

## **Intercombi & Netlog Logistic Group Companies– Logistic Services**



BUSINESS DEVELOPMENT & PROJECT EXECUTIVE 10.2004 – 10.2006

- *Project and studied the customers cost and profit logistics and distribution operations and re-plan it.*
- *Re-calculate the in source values and reported the revisions managed the combined transportation project.*
- *Undertaken the marketing assignments and we effect improvements in our business.*
- *Managing Land, Air, Sea and combined logistics operations*
- *Organizing local supply chain operations*
- *Effectiveness of warehouse distribution network*
- *Participate in active sales.*
- *Planning and Projecting Local/Inland distribution channels and logistics*
- *New business development activities in new rail road project from Slovenia to Turkey*
- *Rail Road Project defined also part of combined logistics to Europe*
- *Especially Textile customers integrated to this system as it was very efective in Italy*

## **ARA Food and Petroleum Company – Food/Petroleum/Chain Store**

PURCHASING & LOGISTIC MANAGER 11.2003 – 10. 2004

- *Purchasing Operations of company (Gross and Retail)*
- *New business development management*
- *Active sales, manage the direct and indirect sales.*
- *Handle all the marketing operations.*
- *Re-built and found new distribution channels and buyers.*
- *Purchasing management of goods and raw materials*
- *Responsible of making profitable contracts*
- *Responsible of the costs and profitability of the products and reporting directly to Head of the company.*

## **Military Service /(May – Nov) 2003**

## **Frito Lay Intl. Company – FMCG/Food**

SUPPLY CHAIN CHEIF 06.1999 -05.2003



- *Purchasing & Importing raw and semi raw materials*
- *Purchasing & Importing mechanical equipment for plant*
- *Purchasing & Importing consumable products, spare parts and technical equipment for production and technical department*
- *All legalization work, regulatory affairs and permits*
- *Managing Cost calculations*
- *Managing transportation organizations (inland and international)*
- *Manage Russia export of 2,000,000 Usd.*
- *Management of Free Trade Zone*
- *Launching Free Trade Zone base and warehouse*
- *Operating and managing warehouse and trade operations in Free Trade Zone/DESBAŞ*
- *Transporting raw materials to zone warehouse and transferring to factory partial shipments*
- *Managing custom operations directly in Free Trade Zone*
- *Consulting Custom Agency staff for Frito Lay Operations leading*
- *Education of custom agency team for foreign trade management operations.*
- *Supervising custom operations with custom agency DEKA personnel.*
- *Managing outsourcing operation of import operations.*

## **Kureks & Bureks Foreign Trade Company – FMCG/Chemical/Cleaning**

PURCHASE SPECIALIST 01.1998 - 06.1999

- *Procurement of raw and semi raw materials*
- *Following some import operations*

- *Inland transportation organization from custom area to plant*

### ***Lecturer of Computer Sciences – Education and Computer Science***

LICENSED MICROSOFT SOFTWARE AND ACCOUNTING SOFTWARE LECTURER 1992-1998

- *Lecturing Office Programs, Microsoft Based Programs and Accounting Programs According to Special Schedule and Government Planned And Leaded Schedules*

### **ACADEMIC QUALIFICATIONS**

***Istanbul University 2014-Cont. - BA. Business Administration (Dist. Ed.)***

***Istanbul University 1992-2002 - BSc. Geophysics Engineer***

### **TRAINING AND CERTIFICATES**

- *Microsoft Products Official Lecturer Education / MS Official Serv. Provider Comp, 1999*
- *Foreign Trade operations and Applications / Bogazici Education Center, 2000*
- *Free Trade Zone Applications Expert / Bogazici Education Center, 2000*
- *Warehouse Management / ABIGEM-Kocaeli , 2006*
- *SAP: General SAP program Information / Arete Consultancy, 2006*
- *Supply Chain Information / Netlog Log. Services, 2006*
- *Supply Chain Management / Netlog Log. Services, 2007*
- *ISO 9001 Education/ Netlog Log. Services, 2007*
- *TQM-Total Quality Management / 2007*
- *E-Trade and Marketing / KOSGEB, 2007*
- *ISM (International Safety Management), 2009*
- *ISPS (International Ship and Port Facility Security), 2009*
- *Marketing & Retail / Warehouse and Logistics / MEGEP 2011*
- *Web Site Management / E-Commerce Management, 2011*
- *Php and HTML Code Basic Level.*
- *Adobe Photoshop Basic Level*
- *ISO 9001:2008 /TGS, 2013*
- *ISO 27001:2005 /TGS, 2013*
- *Six Sigma Black Belt Certificate -2013 /ID: 06282867262605*