

Dear Hiring Manager,

I am writing to express my strong interest in your company. With a solid foundation in International Trade and Finance, and a diverse professional background spanning the **automotive** and **textile** sectors, I bring a unique mix of operational efficiency, sales acumen, and technical innovation.

In my most recent role as an **Export Operations Specialist** at **İkiler Otomotiv Filtre İthalat İhracat San. ve Tic. A.Ş.**, I focused on optimizing logistics and reducing operational costs. My key contributions included:

- **Logistics & Cost Optimization:** I managed complex export operations using my expertise in **Incoterms 2020** and freight logistics (both sea and road). By acting as a bridge between the sales team and operations, I synchronized product readiness with shipment schedules. This coordination minimized warehouse storage times and significantly reduced demurrage and storage costs.
- **Technical Innovation (VBA & AI Simulation):** To address customer inquiries regarding volume and packaging, I developed a custom **Excel VBA tool**. This tool utilized AI-assisted coding to simulate 3D pallet stacking and create virtual container load plans. This innovation allowed us to provide customers with precise CBM and pallet count estimates before shipment, optimizing container capacity and eliminating the need for expensive physical laser measurement investments.

Prior to my time in the automotive sector, I gained extensive experience in the **textile and promotional products industry**, where I honed my sales and creative skills:

- **International Sales & Marketing:** I managed clients across the UK, Spain, and Benelux, handling everything from export documentation to sample management via Canias ERP. I also represented my company at major international trade fairs like the **PSI Fair in Düsseldorf**.
- **Creative Design & Production:** My background includes designing trade fair booths using **Adobe Illustrator, Photoshop, and SketchUp**, as well as hands-on technical knowledge of digital printing (Indigo) and print finishes. This allows me to understand and communicate technical product details effectively to customers.

I am fluent in English (C1) and have a basic command of German and Spanish. I am eager to bring this multidisciplinary mindset—where sales meet operational intelligence—to your organization.

Thank you for considering my application. I look forward to the opportunity to discuss how I can contribute to your team's success.

Sincerely,

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