

# Ayberk Arıcı

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## SKILLS

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Sales, Project Management, Product Planning, Production Planning, Python, Django, UI/UX, e-commerce

## EXPERIENCE

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### E-commerce Sales and Python Web Application Development | Freelance

- Successfully conducted e-commerce sales targeting the American market, achieving a revenue of over \$3,500.
- Developed web applications using Python, demonstrating proficiency in programming and problem-solving.
- Utilized Python frameworks (Django) and libraries to create interactive and functional web interfaces.
- Implemented various features and functionalities, ensuring smooth user experiences.

### Marmara Industrial Engineering Society | Content & Social Media Committee

- Actively contributed as a dedicated member in the Social Media and Content Management department.
- Managed multiple social media platforms to enhance the club's online presence and engage the target audience effectively.
- Created engaging content, including posts, event promotions, and industry-related articles.

## WORKS

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### Developed an Application for On-Demand Courier Service in Istanbul | [www.motokuryegelsin.com](http://www.motokuryegelsin.com)

- Created an application with the main concept of providing courier services from one neighborhood to another within Istanbul.
- Utilized Python, Django, JQuery, HTML, and CSS as the primary technologies for development.
- Hosted the application using PythonAnywhere.
- Overcame various challenges during the development process, including:
  - Customizing the application's theme based on the client's specifications.
  - Successfully importing and processing data from Excel files provided by the client, involving the handling of over one million records in the database.
  - Implemented a dynamic pricing algorithm to calculate courier fees based on specific factors.

### E-commerce Entrepreneurship and Market Consultancy | Etsy

- Collaborated with an e-commerce market on Etsy, specializing in wooden furniture, to expand their sales internationally.
- Successfully facilitated sales to customers abroad and managed communication with international clients.
- After four months of consultancy, the market achieved sales exceeding 500,000 TL at the end of first year.
- Subsequently, ventured into establishing and operating my own e-commerce market.
- During this period, acquired valuable insights and experiences including:
  - Enhancing communication skills through interacting with customers in English.
  - Involvement in the production process of wooden furniture, including planning and coordination.
  - Overseeing and managing the shipping process for international deliveries, overcoming associated challenges.
  - Engaging in product development based on customer requirements, optimizing products, and maintaining effective communication with customers.

## EDUCATION

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Marmara University | Industrial Engineering Department, Third Grade, Junior