



**NAME & SURNAME** : Hakkı TURUPÇU  
**DATE of BIRTH / PLACE** : 27.11.1980 / BURSA  
**ADDRESS** : 6 Ravenhall Street, Braybrook, 3019 VIC  
**PHONE** : (M): +61 411 985 486  
**EMAIL** : [hakki\\_turupcu@hotmail.com](mailto:hakki_turupcu@hotmail.com)  
**NATIONALITY** : Australian & Turkish

### **EDUCATION HISTORY :**

- **Course:** Postgraduate Diploma in Science(Chemistry)  
The University of Melbourne, Australia  
**Date:** February 2004 – July 2004
- **Course:** Bachelor of Science (Chemistry)  
Ege University, Turkey  
**Date:** October 1999 – June 2003

### **Work experience as part of my degree program**

- **Company:** Oyak-Renault Pty.Ltd.  
Painting Laboratory, Bursa, Turkey  
**Date:** July 2002 (Automotive Industry)
- **Company:** Polylen Pty.Ltd.  
Chemistry Laboratory, Bursa, Turkey  
**Date:** July 2001 (Textile Industry)

### **EMPLOYMENT HISTORY**

- **Company:** Kaplanlar Refrigeration  
**Position:** Export Sales Executive  
**Date:** October 2015 – present

**Responsibilities:** Providing prompt service to customers and aiming high customer satisfaction, proceeding the orders on ERP system and ensuring customer orders are likely specified, coordinating related departments (production, R&D, installation) according to project requirements and project time schedule, preparing the layouts and loading plans according to project requirements, responding the complaints from customers and organize after-sales support with related departments, focus on complementary products and collaboration opportunities to reach potential customers from new channels, responsible for several duties in the departments of export operations, preparations and attending to international fair organizations (EUROSHOP), following up customer's productions in the company and travel abroad.

- **Company:** Fabio Otomotiv Dış Tic. A.Ş.  
**Position:** Sales Executive  
**Date:** December 2014 – October 2015

**Responsibilities:** Responsible for sales in several regions, duties in the department of export operations, preparations and attending to domestic and international fair organizations, following up customer's productions in the company and also travel abroad to regular visits and new markets research.

- **Company:** Döperteks Tekstil San. Ve Tic. A.Ş.  
**Position:** Sales Representative  
**Date:** Mart 2006 – December 2014

**Responsibilities:** Responsible for searching new markets, travelling abroad to present new collections of the season (visited countries; Australia, New Zealand, U.K., Germany, The Netherlands, Belgium, Finland, Sweden, Norway, Denmark, Poland, Russia, Lebanon, Kuwait, Saudi Arabia, Iran, Syria), presentations and attending to domestic and international fair organizations, following up customer's productions in the company, duties in the department of export operations.

**LANGUAGE:**

- English: Have excellent commands of both written and spoken English due to living in Australia for 10 years and being an Australian citizen.
- Turkish: Main language

**SKILLS AND ABILITIES:****Computer Skills**

- Solid understanding of Windows and MS Office applications particularly Excel, Word & Powerpoint
- Drawing and graphic applications.

**General Skills**

- Able to work in a team & learn quickly
- Excellent communication and interpersonal skills
- Able to work effectively under pressure without supervision
- Adapt to new situations

**PERSONAL ATTRIBUTES:**

- Enthusiastic, motivated and dedicated
- Sympathetic and approachable
- Organized / Prepared
- Sense of fun and humour
- Reliable, responsible and trustworthy
- Professional and constructive

**VERBAL REFEREES:**

- Ali DİNİZ

DÖPERTEKS Tekstil San. ve Tic. A.Ş. – General Manager  
Tel.: +90 533 416 17 17

- Damla KAZIKLI

DÖPERTEKS Tekstil San. ve Tic. A.Ş. – Export Manager  
Tel.: +90 532 455 40 22

- Duygu KAPLAN

KAPLANLAR PAZARLAMA San. ve TİC. A.Ş. - Managing Director  
Tel.: +90 533 276 30 36

- Ercag GÖBEL

KAPLANLAR PAZARLAMA San. ve TİC. A.Ş. - Managing Director  
Tel.: +90 532 723 60 16 / +90 549 214 24 81