**Erdal Cetin**

Electrical and Electronics Engineer

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**SUMMARY**

I am experienced Electrical and Electronics Engineer over 8 years. As a professional Technical Sales Consultant, I use my vast engineering background and my significant customer service skills to present clear information to the potential clients. In my current position I am responsible for attending trade shows and sales meetings where customers will have technical questions. My communication and presentation skills allow me to condense complex information into formats that customers can use. I am managing a customer portfolio which includes the Public customers in Turkey. I am also responsible to sell different kind of products that Turkcell is offering. My main responsibility is to position products and determine the optimum price in order to close the sales cycle.

**EDUCATION INFORMATION**

**University, Master of Science Bahçeşehir University,** Ankara

Department of Social Sciences, Master of Business Administration

(2013- 2014), GPA:3,47/4,00

**University, Bachelor of Science Başkent University,** Ankara

Department of Engineering, Electrical and Electronics Engineering

(2005–2010), GPA:3,30/4,00(3rd degree of the class)

**BUSINESS/INTERNSHIP EXPERIENCES**

**Turkcell A.Ş.,** Ankara **(March 2016-Current)**

**Work Description: Corporate Sales, Senior Pre-Sales Consultant**

• In depth knowledge of telecommunication standarts ( Routing, TCP/IP, MPLS and ethernet, VPN architectures, OSPF, BGP, SD-WAN)  
• Managed Network Services / Security Solutions, (Arbor, Checkpoint and Fortinet), Security Operation Center  
• Data Center and Cloud Services (Co-Location, SaaS, PaaS, IaaS)  
• Unified Communications & Collaboration Services, SIP, VoIP, Cloud based and on-premise collaboration  
• Delivering customer presentations and preparing customer-facing material such as RFP responses, proactive proposals and network/system designs.  
• Collaboration with Engineering/Planning, IT, Product Development, and various Turkcell external delivery and support teams.

**Prolink A.Ş.**, Ankara **(June 2015-March 2016)**

**Work Description: Brocade Senior Technical Presales Engineer**

Prolink, one of the value added distributors of the IT Market in Turkey, has adopted the principle of offering the most advanced and up to date technology in the most effective manner to its customers.

* Specialized for Brocade system engineering,
* Performing technical presentations for partners, events and customers,
* Guiding partners and customers on wide spectrum Brocade IP network product family,
* Providing network design/topology to Government/Private sector institutions,
* In-depth knowlodge on ICX, VDX product family of Brocade

**Huawei Technologies,** Ankara (**February 2015-June 2015)**

**Work Description: Datacom/Migration Engineer**

* Migrating currently existing Tellabs routers (Aggregator routers) with Huawei NE40X8, NE40X3 and ATN950B routers.
* Increased redundancy, convergence and fault isolation, load-sharing traffic according to its priority, improved network management, improved performance monitoring and LTE ready architecture is providing.
* Creating new MPLS domain for Radio Network Controller and 3G NodeB.
* During swapping SDH, Metro ethernet and R/L links are being migrating to the new installed and configured Huawei Provider Edge MPLS devices which is NE40X-8. For the voice and data traffic, RSVP-TE tunnel policy is applied for traffic engineering.

**Language System International,** Los Angeles, CA **(August 2014-December 2014)**

* Advanced Level English Program, 86/100.

**İnnova Information Solutions,** Ankara **(March 2013– July 2014**)

**Work Description: Network Engineer**

* Integrating and migrating the Türk Telekom customers to the TT MPLS VPN backbone cloud.
* Customers’ network design and migration planning.
* Managing field technicians while implementing network devices on customers’ sides.
* Operating the customers’ network cloud.
* Attending Pre-Sales activities with Sales Department.

**Military Service**, Kars (August 2012-January 2013)

Short-term military service

**İnnova Information Solutions,** Ankara **(November 2010– August 2012**)

**Work Description: Network Engineer**

* Integrating and migrating the Türk Telekom(ISP) customers to the TT MPLS VPN backbone cloud.
* Customers’ network design and migration planning.
* Managing field technicians while implementing network devices on customers’ sides.
* Operating the customers’ network cloud.
* Attending Pre-Sales activities with Sales Department.

**CERTIFICATIONS and EDUCATIONS**

**March’11** Enterasys Switching, Certification of Attendance

**March’11** Symantec Endpoint Protection, Certification of Attendance

**May’11** Cisco Datacenter Education(Nexus Datacenter switches)

**August’11** CCNA

**August’11** CCNP-Routing

**January’12** HCDA-Huawei Certified DataCom Associate

**March’12** CCNP-Switching

**May’12** Huawei routing and switching education(HCDP)

**February’14**  CCNA Wireless

**June’15**  Brocade Certified Network Professional

**September’15**  Brocade Certified Ethernet Fabric Professional

**December’15** Brocade CEF 300 Ethernet Fabric Administrator Training in England (5 Days)

**May’17**  Introduction to Marketing, University of Pennsylvania, The Wharton School

**March’17** IELTS General Test Score: 6.0

**PERSONAL EXPERIENCES**

**Participant of Work and Travel Student Program (June 2007-September 2007)**

Los Angeles, CA, United States of America

Duties and Responsibilites: Cashier and back-side employee in Burger King at Los Angeles International Airport

**Participant of Work and Travel Student Program** **(June 2008-August 2008)** Houston/TX and New York/NY, United States of America

Duties and Responsibilities: Lifeguard at the pool in Houston and bicycle taxi driver in Central Park, Manhattan/NY.

**Student in Language System International, Los Angeles, CA, USA (September 2014-December 2014)**

Advanced Level English Program for TOEFL.