

BETÜL TEKE SARIYER

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Tel: +90 537 343 22 73
Location: Ankara, Turkey



Experiences:

06/2022 – Present **Entrepreneurship and Innovation Programs Program Specialist,** **Technology Development Foundation of Türkiye**

- Working on development and execution of the TTGV Hit Program. The program focuses on accelerating the first customer/first sales processes of technology-based early stage startups.
- Making analyzes about technology trends, business models and competitive environment
- Following up the current needs, opportunities and technologies
- Scouting qualified technology startups in the commercialization phase
- Preparing market entry roadmaps, growth strategies and business plans for startups
- Carrying out organizational needs analysis for startups and developing new organizational structures and models
- Finding potential business partners/stakeholders for startups
- Optimizing work planning efforts for startups by researching industry best practices within startup's key focus areas
- Developing and implementing cooperation models in order to create successful commercialization strategies
- Monitoring the budget and administrative procedures within the scope of the Hit Program
- Organizing webinars, trainings and meetups within the entrepreneurship ecosystem.

10/2021 – 06/2022 **CEO Office Specialist , ANDAR Electromechanical Systems**

- Working with the CEO and senior executives on special projects, contributing to the definition, development, and execution of new operational strategies
- Carrying out organizational needs analysis and developing new organizational structures and models
- Identifying productivity opportunities and making suggestions for improvement by analyzing the organization and processes
- Carrying out organizational design studies in line with organizational design principles, company strategies and main focus areas
- Developing expansion strategies for global markets
- Keeping the CEO Office accessible and open to new ideas and proposals and analyzing the statistical data

03/2021 – 10/2021 **Assistant to the SDG Impact Accelerator Team, SDG Impact Accelerator**

- Undertaking the marketing activities of the SDGiA program
- Design and execution of the program by performing the needs analysis of entrepreneurs.
- Conducting entrepreneur, mentor, and stakeholder communication
- Carrying out the entire documentation process of the SDGiA program.

06/2018 – 12/2020 **Junior Expert, ODTU TEKNOKENT**

- Specialized in the legal requirements of Technology Development Zones by coordinating the communication and cooperation with the Turkish Ministry of Industry and Technology.
- Rearranging the workflow of the Entrepreneurship and Business Development Directorate
- Reviewing and readapting the information management system
- Carrying out organizational needs analysis and developing new organizational structures and models
- Identifying productivity opportunities and making suggestions for improvement by analyzing the work processes
- Analyzing of the data of the companies resided in the ODTÜ TEKNOKENT and reporting back to CEO and Ministry.
- Leading TÜBİTAK BİGG (1512) Program
- Conducting stakeholder relations, project evaluations, screening processes and reporting. Leading incubation and pre-incubation programs, along with acceleration programs.
- Working on execution of the Yeni Fikirler Yeni İşler (YFYİ) Acceleration Program

Internships:

01/2018 – 06/2018 **Long-term Internship**, ODTU TEKNOKENT
07/2017 – 01/2018 **Part-time Assistant Business Developer**, I4Works
07/2016 – 08/2016 **Summer Intern**, Eczacıbaşı Building Materials

Education:

09/2014 - 06/2018 **Hacettepe University (3.30/4.00)**, Business Administration, Bachelor's Degree
03/2024 – Ongoing **Hacettepe University**, Engineering Management, Master's Degree

Language Skills:

- Turkish (Native)
- English (Advanced)
- German (Beginner)

Social Activities:

- AIESEC ANKARA
- Hacettepe Business Community
- Hacettepe Entrepreneurship and Investment Community

Skills:

- **Digital:** Microsoft Office, Project Libre, Microsoft Visual Basic, SQL
- **Organizational:** Judgement and decision-making, Strategic Planning, Business Analysis, Leadership, Project Management
- **Other:** Licensed Basketball and Handball Player, Guitar Player
- **Driving License:** B

Certificates:

- PMI – Project Management and PMP Exam Training Certificate
- Art of Sales and Persuasion - Anka Koçluk
- Leadership Skills and Motivation Techniques – EDUCON
- 6. Leadership Forum – Bilkent Brand Club
- Social Media Management – Bilge Adam