



# Yasmin Yağmur KARSLI

BIOMEDICAL ENGINEER/FOREIGN TRADE SPECIALIST



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Ankara



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Yasmin Yağmur Karslı

## ABOUT

I completed my undergraduate studies at Başkent University, graduating with the highest GPA in my department and earning a Bachelor of Science in Biomedical Engineering in 2023. I began my career as a Foreign Trade Specialist at Tulpar Medical Solutions, managing tasks such as issuing proforma invoices, handling after-sales services, customs clearance, and overseeing logistics for arthroscopic surgery implant products.

Currently, I work at Okuman Medical Systems as a Foreign Trade Specialist, responsible for markets in Serbia, Sri Lanka, Nigeria, Azerbaijan, Georgia, and beyond. My role includes managing distributor relations, preparing tender specifications, issuing proforma invoices, inspecting products before dispatch, and conducting technical training sessions for distributors.

I am a responsible and curious professional with a strong focus on gaining comprehensive product knowledge, which has enhanced my ability to interpret tenders and contribute to sales operations. Passionate about medical devices, I am committed to expanding my sales expertise and making a positive impact through innovative healthcare solutions.

## EDUCATION

Driver's Licence: B

**Undergraduate :** Baskent University (2019-2023)

**Department :** Biomedical Engineering

**GPA :** 3.65 (First in the department)

## SKILLS & ATTRIBUTES

- Knowledgeable in medical device sales and logistics
- Knowledgeable in interpreting tenders and managing export operations
- Passionate about product knowledge and delivering effective solutions
- Collaborative problem solving in dynamic environments
- Preparation of product training documents and conducting training sessions
- Expertise in conducting market research to identify and co-operate with potential distributors worldwide
- Competent in the preparation of sales documents (registration, customs clearance, proforma invoices, etc.)
- Strong presentation and negotiation skills
- Effective distributor management and relationship building

## LANGUAGES

### ENGLISH

READING: B2

LISTENING : B2-C1

yökdil: 75

WRITING: B2-C1

SPEAKING: B2

(AUGUST 2023)

## EXPERIENCES

As of March 2024,

I am currently employed as a Foreign Trade Specialist at Okuman, where I am seeking potential distributors across Africa, Asia, and Europe. During my tenure, I have significantly developed my sales and marketing skills. Specifically, I focus on preparing impactful presentations to engage and support our customers.

Additionally, I am involved in conducting market research using various tools and sources, including TradeMap, TradeAtlas, trade fairs, Google Maps, AI software, embassy websites, trade embassy documents, and other relevant resources.

I have also provided product training for our customers, ensuring they are well-informed about our products. In addition, As a biomedical engineer I interpret tenders, review prepared proformas, and verify orders before they are dispatched to ensure accuracy and efficiency.

**From October 2023 to March 2024,**

I worked as a Foreign Trade Specialist at Tulpar Medical Products. My responsibilities included the management of the entire operational process in Foreign Trade, including all importing and exporting processes (customs documentation, etc.). During this period, I have also been developing my expertise in foreign trade, while communicating with customers from a range of cultural backgrounds and enhancing my linguistic and cultural proficiency.

**Baskent University Hospital, January 2022-February 2022 (1 month)- Internship**

I gained experience as a clinical engineer. I have attended surgical procedures and gained experience in repairing and calibrating medical devices.

**Ilab Technology Research and Development Ltd.-June 2022- August 2022 (2 months)-Internship**

I worked on Nextion interface development in a research and development company, and during my internship, I gained experience in embedded system software development.

## PROJECTS

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### Impedance Based Portable Viscosity Sensor

As a graduation project, our Tubitak 2209-B supported project was selected as the 3rd among 18 groups in our department. Our project is about the determination of the viscosity of liquids by using impedance measurement methods.

### BIOCHI

With the Biochi team that I created at school, we were working in the field of pediatrics to make it easier for the doctor and the patient to communicate. Therefore, we have developed a mobile application that enables remote communication. The mother could record important measurements of the baby's growth or an emergency on the mobile app and the doctor could check it remotely

### EARLY SIGNAL

Our project is designed for epilepsy patients. We were tried to catch an early signal before the patient had an epilepsy attack. Therefore, We aimed to give a signal to patients and patients' relatives. In the entrepreneurship competition, we got third place

### URBAN SOUNDS CLASSIFICATIONS PROJECTS -DEEP LEARNING BOOTCAMP

At Deep Learning Bootcamp, we developed a deep learning algorithm that can distinguish voices from our teammates.

## CERTIFICATES

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- Project Management Expertise Certificate Program-Mindset Enstitute
- Siemens Healthineers Academy and Biomedical Engineering Association Webinar Participation Certificate
- Meditam Symposium
- Ankara University Medcamp Angiography Device Training
- Getinge & Biomed Online Seminar Programme Participation Certificate
- Introduction to Machine Learning-Global AI Hub
- Data Visualisation-Global AI Hub
- Version Control and Portfolio Training-Global AI Hub
- Introduction to Python-Global AI Hub
- Managing Python Projects-LinkedIn
- Deep Learning Bootcamp- Global AI Hub
- Data Analysis with Python -Data Mystery Academy
- Fusion 360 Marathon-Manus Software

## REFERENCES

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