



Efrumiye Aktaş

Electrical Electronic Engineer

Contact

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📍 Yenimahalle, Ankara, Türkiye

About Me

As a Technical Sales Manager with an engineering background, I have been actively involved in various business processes over the years, contributing to the growth and development of multiple departments within the company. Specializing in customized interconnect solutions for the defense, aerospace, and industrial sectors, I focus on understanding customer needs and collaborating with R&D teams to deliver optimized solutions. Additionally, I oversee procurement, logistics, and marketing operations, ensuring a seamless integration of technical expertise and commercial strategy.

Education

Engineering Management

Master of Science

Hacettepe University

2024 – Current

Management Information Systems

Bachelor of Science

Anadolu University

2020 – Current

Electrical Electronics Engineering

Bachelor of Science

Uludağ University

2013– 2018

Experience

Technical Sales Manager

Nicomatic I Ankara

2024 – Current

- Managing technical sales operations and business development in defense, aerospace, and industrial sectors
- Leading a multidisciplinary team and collaborating with R&D for customized interconnect solutions
- Developing international sourcing, logistics and market expansion strategies

Sales Engineer

Nicomatic I Ankara

2021 – 2024

- Providing technical support and special solutions for customer needs
- Collaborating with R&D to develop and optimize product designs
- Monitoring and reporting of projects, determining sales strategies
- Management of marketing activities including fairs, seminars, digital presence and branding
- Supervision of import, export and logistics operations

Production Engineer

Nicomatic I Ankara

2018– 2021

- Design, prototyping and testing of connector and wiring systems
- Preparation of relevant bill of materials and engineering documentation
- Development and planning of production processes to increase efficiency
- Conducting domestic and international supply activities
- Planning and execution of quality and control processes to ensure operational efficiency

Skills

- SOLIDWORKS
- AUTOCAD
- KICAD
- ALTIUM
- MS OFFICE
- MATLAB
- SALES FORCE
- SILOG

Language

- English

Additional Information

- Driving Licence: B
- UAV 1 Commercial Drone Pilot

Intern Engineer

6/2017- 8/2017

BUGSAŞ I Ankara

- Gained hands-on experience in metro operations, maintenance, and electrical systems
- Received training on ATC, SCADA, power distribution, and safety protocols
- Assisted in troubleshooting and testing electronic and mechanical components

Intern Engineer

6/2016- 8/2016

Havelsan Teknoloji Radar I Ankara

- Experience was gained in radar and military electronic systems, network-supported security systems and the installation, operation, maintenance and modernization of these systems
- Circuits of ongoing projects were tested using electronic simulation programs and printed circuit boards were designed
- Training was received on IP/analog cameras, fiber optic transmission, uninterruptible power supplies, recording devices and camera systems

Certification

Leadership and Effective Management

9/2024

İstanbul NLP Academy

Sales Management Training

5/2022

Campus Online

IPC-A-610 Electronic Card Sets Acceptance

3/2021

Criteria Standard Training

Nicomatic

IPC / WHMA-A-620 Training

1/2021

Nicomatic

Solidworks - Advanced Machine Training

4/2019

Yenasoft

Solidworks

11/2018

Yenasoft