

## CURRICULUM VITAE

### PERSONAL INFORMATION

Name	<b>AKSEL AKSAM</b>
Address	<b>GNEIS 24, 2719TM, ZOETERMEER, THE NETHERLANDS</b>
Telephone	<b>+31 79 8886538    mobile: +31 6 25087328</b>
Personal E-mail	<b><a href="mailto:aksel.aksam@gmail.com">aksel.aksam@gmail.com</a></b>
Date of birth	<b>06-11-1978</b>
Nationality	<b>TURKISH</b>
Residence and Work Permits	<b>AUTHORIZED TO LIVE AND WORK IN THE NETHERLANDS</b>

### WORK EXPERIENCE

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| <ul style="list-style-type: none"><li>• Dates (from – to)</li><li>• Name and address of employer</li><li>• Type of business or sector</li><li>• Occupation or position held</li><li>• Main activities and responsibilities</li></ul> | <p><b>January, 2008 - present</b><br/>Technip Benelux BV, The Netherlands<br/>EPC(M) contractor for Petrochemical Industry (Ethylene and Hydrogen product lines)<br/>Sales Engineer</p> <ul style="list-style-type: none"><li>- Meeting sales targets, maintaining existing market and creating new prospects</li><li>- Preparation, negotiation and finalizing the technical and commercial proposals</li><li>- Preparation, negotiation and finalizing the business contracts / NDA's, etc.</li><li>- Organizing the interdisciplinary execution of the signed contracts</li><li>- Creating marketing and planning strategies for future. Mobilizing teams and follow up implementation of these plans</li><li>- Extending the business volume and field of activity</li><li>- Technical and logistic coordination and responsibility for the longer term development activities</li><li>- Coordinate, present and report to Technip Management about the current status of the Pyrotec Department.</li></ul> <p><b>November, 2006 - December 2007</b><br/>Technip Benelux BV, The Netherlands<br/>EPC(M) contractor for Petrochemical Industry (Ethylene and Hydrogen focused)<br/>Process Engineer (Hydrogen section)<br/>Design and engineering of Hydrogen Plants. Preparation of technical proposals.</p> <p><b>January, 2006 - August 2006</b><br/>Brunner Mond, Delfzijl, The Netherlands<br/>Manufacturer and supplier of Soda ash and sodium bicarbonate<br/>Intern Process Engineer<br/>Project to improve soda quality by applying pre-carbonation of process water</p> <p><b>June, 2001 - Nov, 2001</b><br/>AGAKIM Fine Chemicals Inc., Adana, Turkey<br/>Adhesive and Binder Manufacturer for Furniture, Construction and Textile Industries<br/>Intern Process Engineer<br/>Responsible for Process Optimization and Process Control Improvement</p> |
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## EDUCATION

- Completion Date
- Name and type of organization
  - Principal subjects covered
- Title of qualification awarded

**August,2006**

Hanze University, Groningen, The Netherlands  
Chemical Technology  
Bachelor of Applied Science in Chemical Technology

**June,2003**

Hacettepe University, Department of Chemical Engineering  
Chemical Engineering  
Bachelor of Science in Chemical Engineering

## TRAINING

- Completion Date
- Name and type of organization
  - Principal subjects covered
- Title of qualification awarded

**August,2010 – December,2010**

Various

Separate sales focused trainings such as:

- Professional Application of Unique Selling Points
- Personal Presentation
- The Client in the Hand
- Legal Training (International Contracting basis)
- Business Writing Skills

**February,2008**

Dale Carnegie Benelux  
High Impact Presentation  
Certificate of Achievement

**October,2007**

VCA  
Safety for Operational Supervisors SCC  
10 years valid Certificate for VCA

**November,2005**

Dutch Ministry of Education, Culture and Sciences  
Official Proficiency in Dutch language  
Diploma NT2 (Nederlands als Tweede Taal)

## PERSONAL SKILLS AND COMPETENCES

MOTHER TONGUE

**TURKISH**

OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

**ENGLISH**

EXCELLENT  
EXCELLENT  
EXCELLENT

**DUTCH**

VERY GOOD  
VERY GOOD  
VERY GOOD

ORGANIZATIONAL SKILLS  
AND COMPETENCES

Plan and arrange events

- Organization of SPYRO® user conference in 2008 and 2011
- Attendance to many international conferences as presenter related to the process technologies mainly focused on the SPYRO® software and applications.
- Yearly in-house SPYRO® training sessions.

Delegate responsibility

- Mobilizing the local sales representatives of Technip for a better local technical/sales support for Pyrotec projects in countries such as China and Russia.
- Coordination of yearly in-house SPYRO® training sessions.
- Coordination of the timely and successful execution of the projects.

Social Skills

- President and chief trainee of Drama Society in Hacettepe University for three years.
- Permanent representative of Drama Society within the National University Theatres Organization and the publisher of the organization yearly in 2000.
- Special Project for Lighting Systems prepared and represented for Chamber of Trade Organization of Ankara.

TECHNICAL SKILLS  
AND COMPETENCES

SPYRO® software for the simulation of ethylene furnace operations.

Matlab 6.5.1 ( data conditioning applications ) with linear and non-linear modeling

Adobe Photoshop CS ( digital imaging )

MS Office applications.

ARTISTIC SKILLS  
AND COMPETENCES

Playing various music instruments

Learning foreign languages such as Arabic

Playing basketball and tennis

DRIVING LICENCE(S)

B Class