

# VOLKAN AYGUN

Sengul Sok. Cagla Apt. No:3 Daire: 23 Bostanci, Kadikoy, Istanbul Tel: +90 532 2559168 volkan.aygun@gmail.com

## PERSONAL PROFILE

An energetic, motivated and highly dynamic sales manager with good strategic, sales and marketing skills and extensive experience and proven success in developing new business. Have strong analytical skills with the capability of assessing conditions and implementing appropriate intervention. Is a resourceful thinker who can discover solutions for complicated problem scenarios.

## CAREER HISTORY

### Lanxess

10.2019-Present

Sales Manager, BU Rhein Chemie, Turkey

- Develops local strategies for sales activities in accordance with BU's policies and strategies
- Steers local sales organization of 2 colleagues
- Executes go to market strategy for the product groups for Rubber and Tire industries
- Ensures frequent personal contact with major Tire and Rubber accounts
- Sets targets, monitors achievement and develops contingency plans for business segments
- Responsible for people development, e.g. evaluation, training, coaching, talent identification, promotion
- Implements performance management tools according to corporate guidelines

### Clariant

05.2017-10.2019

LBL Masterbatch Sales Manager, Turkey

- Develops local strategies for sales activities in accordance with BU's policies and strategies
- Develops budgets for the country together with the Head of LBL Turkey
- Steers sales organization of 9 colleagues (Local Sales Team and CSD)
- Executes go to market strategy for the target sectors and product groups
- Ensures frequent personal contact with major customers
- Sets targets, monitors achievement and develops contingency plans for business segments
- Responsible for people development, e.g. evaluation, training, coaching, talent identification, promotion
- Implements performance management tools according to corporate guidelines
- Decides on sales force employment and deployment

### Clariant Turkey A.S.

04.2013-05.2017

LBL Masterbatch Sales, Reg.KAM for L'Oreal

- Manages sales and customer service activities operationally in accordance with the sales and marketing guidelines.
- Develops account sales strategy for achievement of country sales objectives
- Monitors account receivables of accounts and manages over dues.
- Provides technical support and expertise to maintain and develop value based pricing

### BASF Chemetall Istanbul, Turkey

03.2010-04.2013

Sales and Technical Services Specialist

- Sales and Technical support by regular visits for automotive and white goods industry.
- Develops customer relations by presenting good communication and sales skills.
- Maximize the satisfaction of customer's needs by identifying value engineering and cost reduction initiatives.
- Coordinating Chemetall Distributors with technical support and setting sales targets.

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## **Elastron**

06.2009-02.2010

Senior Business Development

- Involvement in developing business for TPV seals in general industry customers.
- Maintain initial relations with customers in basis of line trials.
- Key user role in implementation of CRM system.
- Technical support in the implementation of new products into customer lines.

## **Petrokem**

10.2008-06.2009

Sales Engineer

- Responsible for the purchasing, sales and marketing activities of petro chemistry products.
- Observing the commodity plastics market for informing the top management for buying and selling decisions
- Maintaining relationships with new suppliers to be represented in the domestic market.

## **AKM Metalurji**

10.2007–10.2008

Sales Engineer

- Responsible for the purchasing, sales and marketing activities of metallurgical products.
- Observing the commodity market for informing the top management for buying and selling decisions for Aluminum and non-ferrous segment.
- Maintaining relationships with new suppliers to be represented in the domestic market.

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## EDUCATION

GALATASARAY UNIVERSITY

08.2005-08.2006

Engineering Faculty, Engineering Management

ISTANBUL TECHNICAL UNIVERSITY

09.2001-05.2005

Chemistry-Metallurgy Faculty, Chemical Engineering

LULEBURGAZ ANATOLIAN HIGH SCHOOL

08.1994-06.2001

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## PERSONAL DETAILS

Date of Birth and Place : 16 February 1983, Kırklareli

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## REFERENCES

### **Alessandro Dulli**

Vice President Marketing at Polymateria

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### **Ufuk Açıkel**

Country Manager Turkey for Avient Corporation / former Clariant Masterbatches

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### **Alessandro Cavassi**

Head of Sub-Region MEA for Avient Corpotation / former Clariant Masterbatches

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### **Gregor Kiel**

Vice President, Global Head of BL Paints & Material Protection

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### **Berhan Dayioğlu**

Finance Manager Global Strategic Projects at Sandoz

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