

DOGUKAN MOHAMMAD ALI

COMPETENCE

Business Development, Trading,
Negotiation, Sales & Marketing, Business
Strategy, Communication, Conflict
Management, Networking Project
Management,

WORK EXPERIENCE

Business Development | FABEL CORP | 2020-2021

Business Development

FABLE Corp start-up skunk project in the biomedical and biopharma industry. Creating networks of collaboration, and communication and adapting FABLE Corp to niche business environments for successful results while developing my knowledge in the Macroscale of the business environment and searching investment channels for FABLE Corp projects and strategic collaboration.

Business Strategy and Marketing

FABLE Corp Biometric Identification and Authorization system has been implemented in several high-level facilities such as Istanbul Grand Airport, hospitals in Turkey, and other institutions abroad that use this technology regularly.

Achievements:

Communicating and networking with VCs and Institutions in Europe and Scandinavia region for accelerators and incubators. Initiated collaboration with HealthTech Nordic (Sweden). Communicating and networking with VCs in the Central Europe region Collaborations, investment up to 500K Euro from government-funded Incubator Bioark (Switzerland, Visp).

GOALS

Work with finance and implement sustainability into new company projects.

I always try to implement what I have learned before and strive to learn more.



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Language

Turkish, Native Language

English, Full professional proficiency

Swedish, Native Language

Spanish, Limited working proficiency

Business Development | HOPEN | 2022-2022

During my internship with Hopen, I set up different strategies for companies in Sweden to register to the platform that Hopen developed, thereafter I aimed at students, setting up an expansion plan. For the Nordics. Attend several events and seminars to spread information about the company and benefit students and companies. At the same time withhold existing collaborations with the help of a CRM system HubSpot.

Project Manager | West Pride | 2022-2022

Beginning of the summer of 2022, Me and my friend got the privilege of planning and executing. West Pride 2022 art exhibition

Investor Relations | Rethink Capital | 2023-2024***Investor Relations / Private Equity Associate***

As an IR specialist at Rethink Capital, I have generated sales worth several million by finding investors. The main task at Rethink was to establish and maintain long-term relations with investors and inform and update them regarding our investment opportunities. In the long term, my strategy was to create an unlisted portfolio. Either adding to an existing portfolio or creating a new one. I always try to implement my previous experiences into my work. My role as a BD gave me an advantage to think more strategically when I approach potential investors.

EDUCATION

- **International Politics & Economy | 2020–2023 | University West**
- **Sociologi | 2022–2022 | Gothenburg University**
- **Sustainability Development | 2024–2026 | YRGO Gothenburg**