

Karolina Demirbilek



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Career Objective

Motivated and detail-oriented professional with over 8 years of experience in sales management and customer relations, now transitioning into procurement. Proven expertise in negotiation, cost analysis, and supplier coordination. Skilled in optimizing operations, managing inventory, and aligning strategies with business objectives. Actively pursuing certifications in procurement and supply chain management to further enhance expertise in purchasing and logistics.

Key Skills

- Procurement & Negotiation: Experienced in securing favorable supplier terms and pricing strategies.
- Cost Optimization: Skilled in cost analysis and implementing strategies to improve profit margins.
- Inventory Management: Proficient in stock planning and maintaining optimal inventory levels.
- ERP & Analytical Tools: Experienced with pricing and cost analysis tools; learning ERP tools like SAP.
- Languages: Fluent in Polish and English; SFI Level D (Swedish B2-); Turkish (B1)

Professional Experience

Hofland Freesia B.V. — Netherlands

Sales Manager (2019 – 2020)

- Oversaw procurement processes, ensuring timely order fulfillment and optimal stock levels.
- Negotiated pricing and delivery terms with suppliers to align with market trends and sales

goals.

- Streamlined supply chain processes, improving product availability and reducing delays.

TT-Mobile Poland S.A. — Poland

Shop Manager (2017 – 2019)

- Conducted demand analysis to plan procurement, minimizing excess stock while ensuring product availability.
- Negotiated with suppliers for competitive terms, achieving cost savings for the business.
- Led inventory management and implemented cost control measures to enhance efficiency.

T-Mobile Poland S.A. — Poland

Customer Advisor (2016 – 2017)

- Prepared tailored procurement offers for business clients, balancing budgets and product costs.
- Supported marketing and sales strategies by providing cost analysis and product recommendations.

P4 Sp. z o.o. — Poland

Customer Advisor (2014 – 2016)

- Assisted in sales development plans with a focus on maximizing cost efficiency.
- Analyzed product costs to create competitive offers for business clients.

Orange Poland S.A. — Poland

Customer Advisor to Business Clients (2011 – 2014)

- Prepared business-oriented offers based on product cost analysis and client-specific needs.
- Delivered recommendations to optimize customer budgets and improve satisfaction.

Education & Certifications

Bachelor's Degree in Scientific Information and Library Studies

Jan Kochanowski University in Kielce | 2009 – 2012

Certifications (Ongoing & Completed):

- CSCMP Supply Chain Foundations: Procurement Professional Certificate (In progress)
- CIPS Level 2 Certificate in Procurement and Supply Operations (Planned)
- Negotiation Foundations (LinkedIn Learning, 2024)

Programs & Tools

- Office Tools: Advanced in MS Office Suite (Excel, Word, PowerPoint).
- Analysis Tools: Proficient in pricing and cost analysis; learning ERP tools (SAP).
- Project Management: Skilled in coordinating projects with a focus on cost optimization.

Interests

- Sustainable Business Practices: Keen on learning about sustainable procurement strategies.
- Continuous Learning: Pursuing Swedish language fluency and advanced procurement certifications.