

KEMAL ERKIN

Curriculum Vitae

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PROFESSIONAL EXPERIENCES

- | | |
|--------------------------|---|
| 06.2018 – 08.2019 | Rootstock Harvesting
Waimea Nurseries – Nelson / New Zealand |
| 03.2018 – 06.2019 | Grader
East Pack Quarry Limited – Te Puke / New Zealand |
| 03.2019 - 03.2019 | Kiwi Fruit Picking / Thinning
PickBOP, Parampreet Ltd. – Te Puke / New Zealand |
| 02.2018 - 03.2019 | Lab Technician
VLS Laboratory / Seeka – Te Puke / New Zealand <ul style="list-style-type: none">• Responsible to test kiwis in order to determine if they are ready to be harvested or not by carrying out testing procedures and processes such as brix, pressure, colour, fruit weights and dry matter. |
| 11.2018 - 02.2019 | FOH Staff
Bodrum Kitchen – Auckland / New Zealand <ul style="list-style-type: none">• Greeting Customer• Serving Foods and Drinks• Taking bookings and arranging the tables• Delivering checks and accepting payment• Working with other stuff as a team |
| 04.2018 - 08.2018 | Assistant Manager
Ege Gunlugu Restaurant – Istanbul / Turkey
<u>Accountabilities</u> <ul style="list-style-type: none">• Managing store and relationship with employees,• Purchasing, cost calculating, profit/cost analyzing,• Directing social media accounts, organizing campaigns to increase sales,• Tasting,• Renovating and reshaping menu, pricing. |
| 06.2017 - 11.2017 | Store Manager & Partner
On/On Pizza & Sandwich - Istanbul / Turkey
<u>Accountabilities</u> <ul style="list-style-type: none">• Material supplying,• Hot sale, |

- Social media supporting and following,
- Staff recruitment and managing,
- Financial follow-up.

03.2016 - 06.2017

Project Manager

Oncam Security Systems Inc. - Istanbul / Turkey

We were selling our patented product "Fisheye Camera" for CCTV projects and developing projects in many areas such as Shopping Malls, Retails, Hospitals, Hotels, Universities, Casinos, Tower Cranes and Shipyard Cranes etc. Responsibilities included:

- Sales and marketing,
- Field estimation for the installation of the cameras,
- Planning the installation on AutoCAD,
- Budgeting and preparing offers,
- Managing final installation.

07.2015 - 03.2016

Real Estate Agent / Partner

Keller Williams Platin Real Estate - Istanbul / Turkey

Accountabilities

- Helping clients to lease or sell houses,
- Free expertise studies,
- Legal advisory services regarding contracts and real estate consulting services.

05.2014 - 06.2015

Application Specialist

Opet Petrol Inc. - Istanbul / Turkey

- Developing and adopting Opet's vehicle recognition system "Otobil" to consumers all around Turkey with our "Road Show Project",
- Working on the development of a vehicle tracking system.

12.2012 - 05.2014

Automation Assistant - Technology and Sales Department

Opet Petrol Inc. - Istanbul / Turkey

Obtained a position in Technology and Sales Department; where I have developed my knowledge in SAP.

- Supporting on reporting and financial planning for current accounts,
- Entering and analyzing clients' data with SAP,
- Communication with potential clients in order to extend our portfolio,
- Managing the process with our distributors in difference region in all over the Turkey.

07.2010 – 07.2011

Full-time Orientation Staff

Bahcesehir University - Istanbul / Turkey

I was part of the orientation team of Bahcesehir University with an aim to give detailed information about faculties to new comers.

02.2011 – 03.2011

**Internship - Management of Actuary
Anadolu Insurance Company - Istanbul / Turkey**

Obtained a position in Management of Actuary as a trainee where I improved my analytical knowledge and skills, learned organization ethics and corporate life.

06.2009 – 02.2010

**Event Team Staff
Boogy The Event Company - Istanbul / Turkey**

I found an opportunity to develop my skills to work with a team.

06.2008 – 10.2008

Work & Travel - San Diego / USA

I worked as a pedicabber (bicycle taxi driver) where I found an opportunity to develop my communication skills.

EDUCATION

2007 - 2012

Bachelors' Degree in Mathematics and Computer Science

Faculty of Engineering and Natural Sciences
Bahcesehir University – Istanbul / Turkey
(academic transcript available on request)

COMPUTER SKILLS

Word, Excel, Powerpoint, Outlook, SAP, Oracle (SQL-Database Management), Salesforce, Autocad

SPECIFIC SEMINARS, WORKSHOPS & TRAININGS

- Certificate of Anadolu Insurance Company “**Insurance Management**” (03.2011)
- Certificate of Yapi Kredi Bank “**Use of Information Technologies in Finance**” (03.2012)
- Certificate of “**Career Development/Orientation to Work Life**” (10.2011)
- Certificate of “**Crear a Personel Vision**” (05.04.2012)
- Certificate of “**Corporate Entrepreneurship and Welcoming Work Life**” (23-24.12.2010)
- Certificate of “**Oracle Introduction to SQL Seminar**” (20.04.2011)
- Certificate of “**Management of Interpersonal Communication**” (14-15.12.2012)
- Course of “**Mathematics for Finance and Management**” (2011-2012)
- Course of “**Life Insurance**” (2011-2012)
- Course of “**Mathematical Planning and Modelling**” (2011-2012)

EXTRACURRICULAR ACTIVITIES & INTERESTS

Opet Football Team Player, 2013 - 2015

Bahcesehir University Student Council, 12.2010 - 06.2011

President of Department of Mathematics and Science

- Volunteering at an NGO called Vote and Beyond which is an independent and impartial platform monitoring electoral practices in Turkey.
- Passion for music. I use Traktor to DJ and remix my tracks.
- Active in various sports such as football, swimming, ping pong, camping.
- Like to travel and experience different life styles and cultures. Traveled to USA, Mexico, Germany, Netherlands, Ukraine, Greece and Italy.

REFEREES

- **Burcu Yıldızak - Yoyo Kids Event Marketing**, Co-Founder
burcu@yoyoevents.com.tr , +90 533 275 71 67
- **Genco Fas - Istanbul Bilgi University**, Director of Banking and Finance Graduate Program
genco.fas@bilgi.edu.tr , +90 212 311 73 83
- **Taylan Matkap - Anadolu Insurance**, Head of Actuary Department
tmatkap@anadolusigorta.com.tr , +90 555 985 18 82
- **Hakan Koca - Opet Petrol**, Technology, Automation and Engineering Director
hakan.koca@opet.com.tr , +90 532 266 78 69
- **Engin Erol - Keller Williams Platin**, Managing Partner
engin.erol@kww.com.tr , +90 532 357 09 66
- **Abdullah Doganay - Oncam**, Country Manager, Sales Director
adoganay@oncamgrandeye.com , +90 541 852 66 18
- **Nazan Senolsun – Ege Gunlugu**, Manager
nazansenolsun@hotmail.com , +90 532 783 43 12
- **Apeksha Patil – Bodrum Kitchen**, Manager
apeksha_patil@outlook.com , 210 235 79 10
- **Sachet Sharma – VLS Lab**, Operating Manager
sachet.sharma@vls.net.nz 027 265 05 93
- **Param Khera – Contractor**, Parampreet Ltd.
parampreetltd71@yahoo.com +64 21 712 890
- **Phillippa Wright – Manager**, PickBOP
phillippa@pickbop.co.nz +64 27 285 8106
- **Edy Juniarta – Supervisor**, East Pack Ltd.
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- **Charlie Stafford – Team Leader**, Waimea Nurseries Ltd.
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