

CURRICULUM VITAE

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Nationality: Turkish Date of birth: 27/09/1970

ACADEMIC BACKGROUND:

1996-1998 Long Island University, C.W. Post , New York, USA
MBA in Finance
1996. Long Island University, C.W. Post , New York, USA
BA in Finance
1994. Istanbul University, Istanbul, Turkey
Business Administration
1990. Deutsche Schule, Istanbul, Turkey
German High School

Qualifications: Advanced level equity trader licence for Turkish equities
(CMB advanced licence),
Advanced level futures trader licence for futures & options
market (VOB advanced licence),
Turkish Derivatives Exchange (Turkdex) broker licence,

Languages: Fluent in English, German, Turkish

Coding: Java, SQL, R, Dart, Flutter, Javascript, Node js

IT skills: Well versed in MS Office applications as well as Bloomberg,
Reuters, IDB, IBS, BIS, Matriks, Forex, Instinet, GLtrade

WORK EXPERIENCE TO DATE:

2021 to today *Finfree*
Position: *Flutter Frontend Developer*

Job Description:

- I was working at Finfree, a leading startup in Turkey working for the fintech industry as frontend development manager.
- I was responsible for adding new features to the already existing app with a client base over 100k users.
- <https://www.finfree.co/>

2019 to 2021 **Mobile App Development**
Position: **Freelance Developer**

Job Description:

- Mobile app development using dart and flutter for IOS and Android
- Worked for Oliwag, a start-up, as their stock market simulator projects core flutter developer, please find below the playstore link;

https://play.google.com/store/apps/details?id=com.buffetjr.marketsimulation&hl=en_US

- Developed and published a personal finance application, please find below the playstore link;

<https://play.google.com/store/apps/details?id=com.shilasoft.kifi&hl=tr>

- I have open projects in my GitHub please find below the link to my repo;
<https://github.com/emren>

2009 to 2017 **Tacirler Securities, Istanbul, Turkey**
Position: **Assistant General Manager, Institutional Sales & Trading**

Job Description:

- Managing institutional sales & trading desk at Tacirler securities, a top ten broker in Istanbul in terms of flow.
- Have initiated the desk within the company, now serving institutional clients like hedge funds, long only funds, brokers, high frequency traders, DMA clients etc.
- Coded internal java testing applications for our electronic trading systems using fix engine library.
- Wrote order sending applications for our basket trading systems using java, excel and sql.
- Also coded backoffice confirmation creation applications using again java, excel and sql.
- Used R and sql to search for pair trading opportunities in market and shared that with internal research and trading desks.

2008 to 2009 **Yatirim Finansman Securities, Istanbul, Turkey**
Position: **Head, Institutional Sales & Trading**

Job Description:

- Managed a team of sales traders at this Istanbul based tier-one brokerage house.
- Our coverage included end clients, traditional brokers and DMA brokers.
- Provided sales & trading service for products including equities, futures, blocks, and corporate deals.

2006 to 2008 **Fortis Securities, Istanbul, Turkey**
Position: **Head, Institutional Sales & Trading**

Job Description:

- Managed institutional sales & trading team as head of a total of three traders and sales traders.
- Have given service to both end-clients and sell-side clients abroad, mainly based in the UK, EU and GCC.
- Structured efforts of integrating Fortis global network for equity sales with the team in Istanbul. Have been in connection with sales teams in Amsterdam, Brussels, New York and Singapore.
- Started electronic trading for institutions via Gltrade and FIX for DMA projects.
- Advised Fortis Netherlands regarding their new SBL business in Turkey.
- Advised Fortis GSFG for structuring their proprietary trading efforts on Turkish equities.

2006 to 2006 **Turkish Securities, Istanbul, Turkey**
Position: **Head, Institutional Sales & Trading**

Job Description:

- Managed institutional sales, trading and research.
- Structured derivative products over Turkish equities with London institutions.
- Have taken part at public offering efforts of Turkish bank and organized sales to international clients.
- Managed existing clients of Turkish securities as well as added new institutions from own portfolio.
- Opened research distribution lines like Thomson, Reuters Knowledge and Bloomberg to have a better market presence in institutional research.

2005 to 2006 **Mng Securities, Istanbul, Turkey**
Position: **Director, Institutional Sales & Trading**

Job Description:

- Started and managed institutional sales department.
- Organized trading and sales to work with brokers and institutions.

2002 to 2005 **Tskb Securities, Istanbul, Turkey**
Position: **Manager, Institutional Sales & Trading**

Job Description:

- Started and managed institutional sales department.
- Team leader of a group of traders whose core business was to provide advice to international corporate clients and emerging market funds on the Turkish equity market as well as to execute their orders.
- Coordinated sales, consulting, trading and settlement operations.

- Constructed direct brokerage access via Instinet Advance to DAX, FTSE, NYSE, Nasdaq and many stock exchanges and traded client orders abroad. My work included assisting the operations department in settlement and creating new Euroclear accounts.
- Developed new financial products like arbitrage trading in American Depositary Receipts and Global Depositary Receipts. The arbitrage process included trading, creating and canceling ADRs and GDRs.
- Constructed indirect brokerage access at well known brokerage houses in US, Europe and Middle East in order to place orders of international clients for IPOs and SPOs on the global capital markets. Received daily calls and updates for international markets as we have been an institutional client for those brokerage houses.
- Worked closely with corporate department and was responsible for premarketing and marketing efforts for local IPOs and SPOs. This work included negotiating and creating new agents globally.
- Managed a share recalling operation. This work included establishing all the legal procedures and coordination with the Capital Markets Board.
- Worked closely with research department. Have been responsible for understanding the needs of clients and assisting research in terms of coverage. Designed conference calls between clients and research analysts. As a part of consulting, have been the first front to discuss research reports with clients.
- Have been a member of the investment committee that advises equity fund managers of TSKB for their market positions. The committee consisted of managers of research, treasury, funds, domestic sales, institutional sales, economists and upper management.
- Acquired know-how in establishing funds abroad including off-shores.
- Assisted IT and operation departments in a joint effort to make TSKB a global custodian for international clients. My work was to shape the existing reporting systems to the needs of international funds and auditors.
- Managed a greenshoe operation. I was responsible for price stabilization of an offering which size was about USD120 million.

2000 to 2002

Sinai Yatırım Securities, Istanbul, Turkey

Position:

Trader, International Capital Markets

Job Description:

- Worked as a trader for international clients.
- Was responsible for giving market updates and opportunity calls as well as executing their orders and assisting operations for settlement.
- The job included sales and assessing possible new clients.
- Worked closely with corporate department and updated clients about new offerings.
- Worked closely with research department and helped efforts of reorganizing research to target international clients.

1994 & 1995 Summer Eczacıbaşı Securities, Istanbul, Turkey

Position: ***Intern, Research***

Job Description:

- Worked as an intern.
- Covered the cement industry in Turkey.
- Published a research report about a listed company in the cement sector.
- Made company visits in my area of responsibility.

References available upon request.