





# TEOMAN EFE KUDAY

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## EDUCATION

### Koc University

College of Engineering & College of Administrative Sciences and Economics

Sep 2020 – Ongoing  
Istanbul, Turkey

- **Double Major:** Bachelor of Electrical and Electronics Engineering & Bachelor of Business Administration
- **Current GPA:** 3.34/4.00 (Dean's Honor Roll each semester); **Anticipated graduation date:** June 2025
- **Teaching Assistant:** Elec 204 Digital Design Lab (Spring 2022) led by Dr Mehmet Cengiz Onbasli
- **Relevant Coursework**
  - **Electrical and Electronics Engineering:** Circuits, Electromagnetism, Programming for Engineers, Probability and Random Variance for Engineers, Microelectronic Circuits and Devices, Systems, Control & Communication, Communication Networks, Wireless Communications, Biomedical Signals Processing, Electrical and Electronics Engineering Design, Academic Writing for Science and Technology, Teaching Electrical and Electronics Engineering
  - **Business Administration:** Financial Accounting, Intro to Microeconomics, Intro to Financial Management, Management Accounting, Introduction to Macroeconomics
  - **Other:** Programming With Python, Intro to Artificial Intelligence, Multivariable Calculus, Digital Design, Differential Equations, Psychology, Intro to Political Science, Calculus, Linear Algebra

Vrije Universiteit Amsterdam  
Erasmus+ Exchange Student

Feb – May 2024  
Amsterdam, The Netherlands

- Exchange semester in International Business Administration: Global Supply Chain Management, Financial Markets and Institutions, Economics and Management of Organizations, Investments, Corporate Finance

## WORK EXPERIENCE

### Finberg

Venture Capital Intern

Jul 2024 – Ongoing  
Istanbul, Turkey

- Conduct market research and sell-side analysis, evaluating startups across various sectors through cash flow analysis and financial forecasting
- Analyze portfolio companies for growth funding opportunities, assessing competitive positioning, financial health, and exit potential
- Evaluate other VC funds in our investment portfolio, reviewing fund performance, capital calls, and alignment with strategic objectives

### Creatiful Business Consulting and Services

Investment Analyst

Aug – Oct 2023  
Istanbul, Turkey

- Evaluated companies through financial analysis, due diligence, and DCF valuation
- Gained hands-on experience in the investment processes in the startup ecosystem
- Observed base-level funding acquisition and deal-sourcing processes, enhancing understanding of investment dynamics

### Faradai AI Powered Energy & Sustainability Intelligence

Global Sales Executive (Dec 2022 – Jul 2023), CEO's Team Member (Aug – Dec 2022)

Aug 2022 – Jul 2023  
Istanbul, Turkey

- Conducted comprehensive market research, empowered sales forecasting, managed CRM systems, and implemented data analysis using Excel and Office tools
- Assisted in presenting sales pitches and product demos to global companies, while maintaining communication with potential clients across varying scales, resulting in valuable connections and revenue expansion
- As CEO's team member, until December 2022, acquired expertise across marketing, customer success, global sales, and product development departments, and contributed to operational management and strategic decision-making processes within the organization

- Contributed to the company mission of promoting carbon-neutral transformation and reporting
- Researched Scientific literature to produce informative articles on sustainability tracking
- Elucidated product benefits for organizations in reporting sustainability initiatives
- Enhanced energy efficiency initiative

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## **LEADERSHIP**

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- Led entrepreneurship initiatives and coordinated events such as Zero to One '22
- Secured sponsors, forged schools and club collaborations for impactful events
- Engaged in the startup ecosystem, gaining entrepreneurial and investor insights to drive society's growth and success

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## **CERTIFICATES AND PAST COMPETITIONS**

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- **Università Bocconi:** Earned certification in Private Equity and Venture Capital (2023)
- **YetGen:** Participated in the 80+ hour training program and earned certification in 21st Century Competencies (career planning, literacy in digital, financial and information topics, entrepreneurship, innovation, sustainability and more) organised with support from the Mehmet Zorlu Foundation and MEF University (2021)
- **TUBITAK 50<sup>th</sup>** High School Student Research Projects Competition: National 4<sup>th</sup> place in Programming (2019)
- **ROBORAVE** International Robotics Tournament: 2<sup>nd</sup> place in Entrepreneurship (2019)
- **ROBOGAMES** International Robotics Tournament: 2<sup>nd</sup> place in Best of Show (2018)
- **TUBITAK 49<sup>th</sup>** High School Student Research Projects Competition: Regional 1<sup>st</sup> place in Programming (2018)

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## **SKILLS AND HOBBIES**

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- **Technical:** Python, Solidworks, MATLAB, VHDL, PLC, C, C++  
Arduino IDE (C-based programming language), Electronic Circuits and Microelectronics tools
- **Language:** Turkish (Native), English (Advanced), German (Beginner)