

Work Experience

Jan 2018 – February 2021 & Nov 2022 – Now Head of Product & Cyber at Clarusway Virginia/USA (Hybrid)

I define and drive high-level initiatives and **products** that support business goals. I have been working as the Head of Product, Training, and Application delivery, Decision services. I manage the Curriculums in Clarusway. I use modern technologies like agile, microservices, and data analytics to make safe and better **products**. I have dealt with many **product** issues, including product go-to-market strategy. I set **product strategy/vision, product roadmap/patterns, training, governance, new technology incubation, software development, controlled mergers and acquisitions, and operational support** within Clarusway Group. In addition, I work on customer management. I work with the Board of Directors very closely. I am both the technical and operational escalation contact.

Key Accomplishments

- Grew **revenue by %40**,
- Improved **customer engagement by %28**,
- Formed, staffed, and managed the **Product & Training**,
- Ensured **product roadmap** aligns with company mission and goals,
- Coordinated the AWS activities,
- Coordinated the releases and outputs to the external stakeholders such as customers and to the internal stakeholders such as sales, marketing, and support,
- Orchestrated and automated software **product/project cycle**,
- Developed and maintained the **mobile/software products using Agile**,
- Worked with the UI/UX team, **product scrum team, and product leaders** to establish timeline workflows and goals,
- Participated in the efforts for the **market and sales of the products**,
- Used Scrum, Jira and Confluence,
- Worked with customers and gained vast experience in technologies, business, and competitors,
- Experienced with software **products/services** for IT management, big data, and business analytics,
- Stay connected and work with the suppliers, vendors, stakeholders, and key customers,
- Defined the **product**, development needs, training needs, and strategy.

February 2021 – October 2022 Head of Product at V-count London/UK and Ankara/Turkiye (Hybrid)

I was responsible for strategically directing and managing **all hardware, software, and service products developed for customers or internal use, including product road mapping functions, market competitiveness, and pricing**. We make **People Counting Devices** and deliver them globally. We deliver the **SAAS and Hardware** along with that. I use mainly **AWS for Cloud tech**. **I serve 700+ B2B customers** and make sure they **migrate to Cloud** and use our products seamlessly I also give training to our Customers. I set product **strategy/vision, product roadmap/patterns, governance, new technology incubation, software development, mergers and acquisitions, and operational support** within V-Count. In addition, I am **responsible for the plan and strategy to grow the business in conjunction with the regional sales teams**. I have been working with software products, cloud technology, security solutions, cyber products, software development, cyber, intelligence, fraud, mergers, training, customer support, and decision services. I manage a team of product managers and **report to the CEO directly**. I also **define and drive high-level initiatives and products that support business goals**. I use modern technologies like **agile, microservices, cloud, and data analytics** to make safe and better products. I have dealt with many product issues, including **product go-to-market strategy**. In addition.

Key Accomplishments

- Improve **product robustness from %67 to %98, and thus revenue increase %20,**
- Increase the company **product delivery from 2 to 6,**
- Solve root **causes disrupting the products** and decrease the **RMA numbers from %7 to %2,**
- Work with **customers, partners, and internal stakeholders** (R&D, Support, Sales, etc.) to define the product experience, bridging high-level business requirements and functional specifications to ensure clear communication and coordination across the teams,
- Ensure understanding of **market direction, emerging customer needs, features, and functional requirements** from which the product and engineering teams can design and implement new offerings,
- Qualify **new product concepts** with selected customers and determine sales strategy development,
- Responsible for monitoring and reporting relevant **competitive activity in the Marketplace,**
- Determine **product pricing by utilizing market research data,** reviewing production and sales costs, anticipating volume, and costing special and customized orders,
- **Manage the product management** teams to develop the product roadmap and strategies for success,
- Develop, drive, and direct information and data related to **critical customers and new prospects.**
- Work **closely with Production, R&D, Cyber, and Support** teams to ensure a top-quality product, service, and support,
- Monitor **customer, market, and competitor activity** and provide feedback to the leadership team and other company functions to remain ahead of the market changes and trends,
- Manage **key customer relationships and participate in closing strategic opportunities.**
- Communicate roadmap and technical capabilities to customers, partners, and internal stakeholders
- Manage **a cross-functional team** that successfully delivers and enables product initiatives across the product development life cycle,
- Implement the omnichannel architecture,
- Provide transparency into the **product life cycle** process by making available progress reports and publishing key performance metrics including **OKRs and KPIs,**
- Enable **close cooperation across all roles** and functions and enact lean agile values and practices,
- Work **closely with marketing and sales to drive go-to-market strategy and marketing.**

Jan 2018 – February 2021 Head of Product & Cyber at Clarusway Virginia/USA (Remote from Turkey)

- In addition to **product management and delivery responsibilities,** I also managed the Cyber Team and Curriculum setup.
- Set up sister companies Nioyatech, World English Academy, and Korrogo.

Sep 2016 – Dec 2017 Managing Partner/Senior Consultant at Codelective Malta (Hybrid/ Remote from Turkey)

- Worked as **Senior Consultant** for a client including FinTech company **Dogulu Factoring,**
- Gained vast experience in **Product/ Program and Project management,** including payment processing Technologies, standards, and security measures,
- Worked as Software, IT, and Cyber Products Manager for our clients,
- Gained experience in Product Management, IT Ops, Engineering Management, Project Management, Cyber, SaaS Ops, Support, Sales, Marketing, Legal Support, and Finance.

Sep 2014 – Aug 2016 Head of Product in Turkish Armed Forces (TAF) Cyber Defence Command Ankara/TURKEY

This role is a leadership role managing multiple teams across multiple products and technologies;

- Manage an annual IT budget of \$30-50m,
- Manage the IT team of the TAF Cyber Defence Command,
- Led the **Security Operations Center** setup product,
- Lead Iaas, Paas, and Saas activities,
- Run operations across IT Ops, SaasOps, Support, HR, Sales, and Finance,
- Led the Cyber Defence **Products development**,
- Carry the correspondence with NATO, Government Organisations (GO), and Non-Government Organisations (NGOs).
- Lead the IT exercises,
- Run the Security Operations Center (SOC).

May 2012 – Sep 2014 SOC Manager in NATO Supreme Headquarters Allied Powers Europe (SHAPE) J6 and Comprehensive Crisis Operations and Management Center (CCOMC) Mons/BELGIUM

- Monitor all Allied Operations and Missions to ensure they are safe from cyber attacks,
- Set up the **Critical Cyber Defense Monitoring Cell** in CCOMC, ITIL processes are also used on this platform,
- Make sure all **Cyber Products** work flawlessly,
- Ensure senior leaders, including SACEUR (Supreme Allied Commander Europe), are kept regularly appraised on NATO's networks,
- Coordinate Cyber Related issues in CCOMC and act as the first POC and Cyber Security Specialist,
- Participate in Nato Exercise as the Cyber Defence Officer to play the Cyber side of Shape,
- Deliver the bi-weekly cyber briefing to the operational personnel,
- Participate in the efforts of operationalizing Cyber in Shape,
- Manage the **Cyber Threat Intelligence Products**,
- Coordinate the Cyber Defence Action Items of NATO-Shape,

Apr 1999 – Apr 2012 Senior Programs & Products Manager in Software Development Group in Turkish Navy Research Center Command Istanbul/TURKEY

I worked for 13 years in various levels and roles in this position. I worked respectively as a Software Engineer, Software Architect, Chief Software Architect, Software Engineering Manager, Head of the Test and evaluation Group, **senior programs, and product manager**.

Senior Programs & Products Manager Jan 2008 – Apr 2012

This role is a **Product** leadership role managing multiple teams across **multiple products** and technologies;

- Manage an annual IT budget of \$30m,
- Manage the 3D Surveillance Radar Product/Project,
- Manage the Multifunctional Phased Array Radar Product/Project,
- Manage the GENESIS Product/Project,
- Managed 3 Technical **Product Managers**,
- Act also as the Business Development Manager for the software group,
- Manage the training,
- Manage the remote and insourced developers,
- Led the IT Team of the Research Center,
- Led and Mentor software engineering managers,

Head of Training, Test & Evaluation Group Oct 2006 – Dec 2007

- Manage an annual IT budget of \$10m,
- Manage the training for all employees,
- Manage 3 Test Managers,
- Improve the testing processes of the software group,
- Define test strategies for all kinds of tests,
- Improve continuous testing process,
- Manage Configuration Management, Bug Tracking, Document Handling, and Testing for the

Software Engineering Manager Dec 2004 – Sep 2006 (I was working for ASELSAN in this role)

- Manage an annual IT budget of \$5m,
- Experienced in leading multiple teams across multiple products and Technologies,
- Manage the Software Engineering Team for the MILGEM Project,
- Manage the Software Engineering Team for the GENESIS Project,
- Act as the Quality Manager for the ADVENT Project,
- Manage Configuration Management, Bug Tracking, Document Handling, and Testing for the projects,

Chief Software Architect Jul 2002 – Nov 2004 (I was working for HAVELSAN in this role)

- Develop software by using C, C++, Ada, and Java,
- Write and conduct Software Unit Tests,
- Develop software applications for GENESIS Project,
- Design and develop user interfaces,

Software Architect Feb 2001-Jun2002

- Develop software by using C, C++, Ada, and Java,
- Write and conduct Software Unit Tests,
- Develop software applications for GENESIS Project,

Software Engineer & Software Developer April 1999- Jan 2001

- Develop software by using C, C++, Ada, and Java,
- Write and conduct Software Unit Tests,
- Develop software applications for Data Fusion and Tactical Picture Projects.

Products Accomplished

May 2022 – Nov 2022 Ultima AI (People Counting Device)

Feb 2020 – Apr 2021 Product for Bank of America

Sep 2014 – Dec 2015 Turkish Armed Forces Cyber Defence Product

May 2012 – Aug 2014 CCOMC Cyber Cell Product

Dec 2010 – Apr 2012 3D Surveillance Radar Product

Dec 2005 – Apr 2012 Advent Product

Jan 2010 – Apr 2012 Multifunctional Phased Array Radar Product

Aug 2005 – Jun 2008 MILGEM Product

Aug 2001 – Apr 2012 GENESIS (Ship Integration Combat Management System) Product

Apr 1999 – Aug 2001 Turkish Naval Forces Maritime Surveillance IT System Product

Education

1997-1999 Naval Post Graduate School Ca, USA
M.Sc. Computer Science
Specialized in Computer Networks
Thesis: Prototyping of an active and lightweight router. (Part of a DARPA Project)

1989-1993 Turkish Naval Academy Istanbul, TURKEY
(With Distinction)
Computers and Communication.

Courses & Certifications

- Brick Institute Product Analytics Course, 2023 November
- Product Analytics Micro-Certification, Product School, 2023 October,
- Exercising Leadership: Foundational Principles, Harvard University, 2021 May,
- Remote Work Revolution for Everyone, Harvard University, 2021 April,
- Faster Product Launches the Business Model Canvas, Harvard University, 2020 Mar
- Cyber Threat Intelligence, Pluralsight, Oct 2020,
- AWS Cloud Practitioner, Clarusway, April 2020,
- Blockchain Basics, LinkedIn, 2019 Feb,
- Cert Prep: Project Management Professional (PMP)®, LinkedIn, 2019 Feb,
- AWS for Developers: Deploying Your Application to the Cloud, LinkedIn, 2019 Jan,
- Applying Lean, DevOps, and Agile to Your IT Organization, LinkedIn, 2019 Jan,
- Docker: Continuous Delivery, LinkedIn, 2019 Jan,
- Metrics for Product Managers, LinkedIn, 2019 Jan,
- Programming Foundations: Software Quality Assurance, LinkedIn, 2019 Jan,
- Technology for Product Managers, LinkedIn, 2019 Jan,
- Test Automation Foundations, LinkedIn, 2019 Jan,
- CompTIA Sec +, Clarusway, 2018 Dec
- PMI-ACP, Simplilearn, Dec 2017,
- Project Management, AND Consulting, 2015 Sep,

Honors & Awards

- Outstanding Service Award for the significant contribution as the VP of Product & Cyber at Clarusway Virginia/USA, Dec 2020,
- Outstanding Service Award for the significant contribution as the SOC Manager in Turkish Armed Forces (TAF) Cyber Defence Command Ankara/TURKEY, Aug 2015,
- Outstanding Service Award for the significant contribution as the Cyber Defense Manager in NATO (SHAPE) J6 (CCOMC) Cyber Cell Mons/BELGIUM, May 2014,
- Outstanding Service Award for the significant contribution as the Senior Programs&Products Manager R&D Center Software Development Group Istanbul/TURKEY Apr 2012,
- Our team at NPS, working with Prof. Geoffrey XIE, was awarded a grant for \$1,000,000 from DARPA for networking research. My thesis is "Prototyping of an active and lightweight router." Feb 1998.

Organizations Participated

2019 – Now PDMA-The Product Development and Management Association Member
2014 – 2015 NATO CCD COE (Coop. Cyber Defence Centre of Excellence) Steering Committee
2015 – 2016 The Information Assurance and Cyber Defence Cap. Panel (CaP 4) (NATO NC3)
2007 – 2011 MCG5 (Effective Command and Control Group)

Languages

Turkish; Native, C2
English; Full Professional Proficiency, C2
Dutch; Beginner. A2
German: Intermediate B1