

YIGIT KARABIYIK

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SALES ENGINEER

Engineer having strong communication skills, with full of passion about pushing the boundaries of new ability to create method with an optimal number of sales. Experience in building sales strategy, creating tools and methods that reduce idle times. High level of willingness to roll up sleeves to get things done, proactive attitude, detail oriented, fast learner and team player. Present scalable and maintainable presentation. Superior analytical and quantitative skills to build strategic planning.

Seeking for Sales Engineer roles where engagement with customers, being partner with different internal stakeholders, and challenging the status-quo are critical. Having longtime athlete experience in being effective team player under limited time and resource conditions would also support to be successful in those roles.

EDUCATION

YEDITEPE UNIVERSITY, Istanbul, Turkey

2020

Bachelor of Science in Biomedical Engineering

Thesis: "Automated Merchant Angles by Artificial Intelligence"

TECHNICAL SKILLS

Programming Languages: MATLAB, C++, Python, HTML, CSS

Software and Tools: AutoCAD, SOLIDWORKS, Arduino, Slicer, DicomViewer, Proteus, MS-Access, Linux

VOLUNTEER INTERNSHIP EXPERIENCE

FIBABANKA, Istanbul, Turkey

2018

- Initiated multiple tests to improve the software yield performance for checks and bonds
 - Proposed to create a brand-new interface that consolidated checks and bonds
 - Gained 30% time by using consolidated interface
- Built a structure that ordered checks and bonds in their cities or notary offices
 - Led the system that prevented the team from making manual errors
 - Achieved error free delivery 5%

YUSA INSAAT, Istanbul, Turkey

2018

- Monitored the stock price for iron, steel, and cement and contact with suppliers to place orders
 - Created %5 saving by placing the orders on right time.
 - Gained experience in using AutoCad
- Lead the material inbound process
 - Managed the time of the team to increase quality of product.
- Examined short term transactions daily
 - Gained experience in using MS Excel
 - Calculated the effect of rate of exchange rate
 - Saved daily supply price 1-5%.
- Initiated sharing monthly report with the construction supervisor
 - Achieved to have more effective progress
 - Reduced workload 10%
- Made sure the safe working conditions to comply with the validity requirements

UNIVERSITY INTERNSHIP EXPERIENCE

YEDITEPE UNIVERSITY HOSPITAL, Istanbul, Turkey

2019

- Troubleshooted minor issues on hospital devices as centrifuge
 - Repaired the device based on the manual collaborating with technician
 - Saved %30 of time due to saving the devices internally
- Initiated a new count method that hospital technical devices
 - Counted all medical devices in the hospital as hospital bed, electrocardiography, wheelchair, defibrillator, cautery, medical refrigerator
 - Saved technician time 70%
- Repaired the devices in the operating room as cautery and surgical light
 - Created back-up devices when a device was broken during surgery
 - Prevented supervisor from spending time on repairing the devices.
- Simplified the order system in the sterilization chamber
 - Checked the sterile expiration dates of instruments
 - Early recognition the expired products helped gain extra time to focus on more value-added tasks
 - Prevented patients from being harmed by expired products
- Negotiated device quotation with the suppliers
 - Compare the different quotations
 - Place the order to the supplier shared the most optimal prices
- Created an online archive for the devices
 - Gained experience in using pivot and lookup features
 - Increase the productivity 3 days/week
- Calibrated devices in the hospital using electrocardiography

AWARDS & SCHOLORSHIPS

YEDITEPE UNIVERSITY, Recipient of 50% scholarship

BALIKADAMLAR ROWING CLUB, Istanbul, Turkey

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| • Turkey National Championship: Awarded Silver Medal | 2011 |
| • Rowing Federation Cup: Awarded Bronze Medal | 2011 |
| • Black Sea Cup: Awarded Silver Medal | 2011 |
| • Presidential Cup: Awarded Silver Medal | 2011 |
| • Halic Championship: Awarded Gold Medal | 2010 |
| – Awarded more than 10 medals through the sportsmanship career | |

RUNNING

- | | |
|---|-------------|
| • Awarded medal to complete Intercontinental Eurasia Marathon, 3 years in a row | 2009 - 2011 |
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LANGUAGE SKILLS

English (fluent), Turkish (native)