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Sales Manager, Export, Import Specialist

About me

I was born in 1995/05 Düzce / Türkiye

I graduated from Sakarya University International Relations department in 2018. I studied Business Administration in Poland for two semesters (9 months) as part of the Erasmus project.

I worked as Foreign Trade Responsible at Kalibre Boru A.Ş. between March 2020 and 2023. I have been working as an Senior Export Specialist at Yıldız Entegre A.Ş. since March 2023.

I am living in Chişinău and looking for a new and exciting job where I can use my skills and experience while learning new things. I am disciplined, responsible and a quick learner. I work well in a team, adapt easily to new situations and have a friendly, easy going attitude.

Work experience

Senior Export Specialist · Yıldız Entegre A.Ş. · Kocaeli

March 2023 - Present · 2 years 6 months

- Managing the whole process from the order stage to the shipping and delivery stage.
- To prepare the appropriate documentation for export in accordance with the terms of the Sales Agreement and international trade rules (Invoice, Packing List, ATR, Certificate of Origin, EUR.1 etc.)
- Identifying and organizing the appropriate vehicle for shipment from the transport company regular sharing of documents and material arrivals to the customer, sales representative or agency to make the necessary reporting and follow the delivery process.
- To carry out the Export Operation process in coordination with business partners (Customs agents, logistics companies, buyers, stakeholders, etc.)
- To follow the customs regulations for export regularly, to plan actions when it's necessary.
- Preparing monthly and annual reports for the management.

Skills: Client and Team Members Interaction, Team Player, Planning - Organizational, Willingness to Learn, Problem-Solving, Self-Confidence, Project Managing, Export and Sales Operations

👤 30 years

♂ Male

📍 Chişinău

in

TOP Skills

- **Client and Team Members Interaction** · 5 years
- **Team Player** · 5 years
- **Planning - Organizational** · 5 years
- **Willingness to Learn** · 5 years
- **Problem-Solving** · 5 years
- **Self-Confidence** · 5 years

Preferences

- Full-time
- Flexible
- Part-time
- In-house
- Hybrid
- Remote

Languages

- **Romanian** · Elementary
- **Russian** · Elementary
- **English** · Fluent
- **Turkish** · Native

Driving licence

Category: B

Sales Manager · Kalibre Boru A.Ş · Kocaeli

March 2020 - March 2023 · 3 years

- I have developed strong skills in production planning, data analysis, and customer relations. I have 3 years of experience in the export sales department in automotive steel market, worked as an Export Sales Representative at Kalibre Boru A.S.

- I was responsible for expanding the market share, negotiating contracts, and ensuring customer satisfaction in Europe and USA regions.

- Managing sales and pricing (quarter bases-yearly bases), customer relations.

- Technical drawing control, project management from the kick off till the serial production, participated production planning, production following, logistics management, quality process follow-up, after sales processes.

Skills: Client and Team Members Interaction, Team Player, Planning - Organizational, Willingness to Learn, Problem-Solving, Self-Confidence, Project Managing, Sales Operations

Desired industry

- Sales / Retail

Education: Higher

Sakarya University

Graduated in: 2018

Faculty: International Relations

Speciality: International Relations