

Emre ALEMDAR

Cell Phone : +90 543 914 0301
E-mail : emrealemdar41@gmail.com
Date of Birth / Place : 29.04.1990 / Istanbul
Driver's License : B (2008)
Address : İstanbul (EU permanent residency)



Educational Information

MBA 05.2017 - 03.2019	Chapman University - Argyros School of Business and Economics Master of Business Administration	- English	3,33 / 4
Undergraduate 09.2009 - 06.2013	Bogazici University Management Information Systems	<i>Graduated with Honor Degree</i> - English	3,19 / 4
Undergraduate (Double Major) 09.2010 - 06.2013	Bogazici University International Trade	<i>Graduated with Honor Degree</i> - English	3,19 / 4
High School 08.2004 - 06.2007	Gebze Industrial Vocational H.s. Computer / Software	<i>Graduated as valedictorian</i> - Turkish	93.36 / 100

Job Experience

- 10.2022 - Current** **Sangfor Technologies** **Country Manager**
- Helping Sangfor for the market expansion to Turkey (+CIS,ME) and managing sales, technical and marketing team,
 - Developing a localization strategy: management, channel, logistic options, marketing, regulations and operations), addressing regulatory compliance, localizing technology solutions and documents, fostering relationships with key stakeholders.
 - Selling the products of EDR, XDR, XDDR, Firewall, WAF, NDR, Soar, IAG, SDWAN, HCI, VDI, VM, Microsegmentation, DR, Backup.
 - Managing the sales strategy and team, building and recruiting a strong team (sales, presales, engineers, marketing) in Turkey.
 - Creation and management of sales channel and partnerships, defining sales objectives, creating a financial plan, doing competitive analysis, planning of marketing events and managing sales revenue, pipeline, report and customer satisfaction / support.
 - Any kind of operational responsibility: legal entity, finding office, purchasing of furnitures, recruiting, marketing materials etc.
 - Full responsibility of whole business in Turkey.
- 08.2016 - 10.2022** **Oracle** **Senior Territory Sales Manager**
- Core Tech (DB, DWH, BI, MW, Security, Performance) products revenue generation (Cloud + On Prem).
 - Selling Applications (SaaS, CRM, ERP) and HWs with other teams at Oracle.
 - Digital Team Lead. Consultant for the team. Account management and new business development, hunter.
 - Experience on Retail, Wholesale, Manufacturing, Prof. Serv, Healthcare, Private and Public territories.
 - Providing consultancy on customer projects to match with Oracle solutions.
 - Strong ISV / Partner management and full sales cycle management.
 - Revenue generation through targeted sales campaigns. SMB and enterprise customers coverage.
 - Engaging with C level (CxO) and owners of customers. Very strong network in Turkish market.
 - Consistent overachievement in each year.
- 07.2014 - 07.2016** **Turk Telekom International** **Account Manager**
- Having one direct person who was providing/helping communication with 3rd parties and customers.
 - Building strong relation with customers (the main customer is Turk Telekom), 3rd parties and agencies
 - Managing and monitoring the campaigns about Capacity and IP Transit Services to maximise results.
 - Coordinating internal resources to obtain objectives and where necessary involving marketing support.
 - Following and supporting project management activity.
 - Overachievement in the two years. Managing budget of 50m USD yearly.

04.2014 - 07.2014

Intellica

Sales / Account Specialist

- Managing sales process from the beginning to the end. Understanding the market requirements.
- Account management, finding potential customers, arranging meeting with them
- Managing financials of sales, doing presentations to customers, aggressive sales

07.2013 - 04.2014

Garanti Technology

Analyst - Business Consultancy

- Understanding the requested job, looking for its details and potential scenarios can affect any modules.
- Preparing an analyse document of a project with all details that a new coder must be able to write it.
- Testing the all potential scenerios before customers use it.
- Supporting programmers, solving specific problems, improving current systems, preparing some reports.
- I wrote 3 small, 1 big analysis and carried the projects as PM and analyst.

03.2012 - 09.2012

Mercedes-Benz Financial Services

PEP Internship

Business Analyst

01.2011 - 02.2011

Anel Group

Internship

Information Tech.

09.2006 - 06.2007

Sabanci University

Internship

Mekatronic Engineering

Skills

Personal Attributes / Keywords

Management	Problem Solver	Business Development	Technology Solutions Selling
Sales Professional	Fast Learner	Goal Getter	Proactive
Teamwork	Overachiever	Strong IT background	Advanced in HW & SW

Certifications

Sales, Cloud, Technology, DWH, DB, PMI, GT Academy, ISO 27001, Risk Mngmnt, Telco & Technology products

Languages

English - Professional proficiency

Turkish - Native

Japanese, Czech - Beginner

Additional Information

Achievements

- Best in OP & Cloud, Outstanding performance, Migration from OP to Cloud, Never Give Up at Oracle
- Unexpected target overachievement at Turk Telekom International
- Ranked 687th in nationwide university admission test among 2m students
- TOEFL, Scored 90 in
- Several Scholarships for my education background

Hobbies

Snowboarding
Travelling

KiteSurfing
Playing Chess

Painting
Playing Football

References

(All my previous profesors and managers)

- **Emrah Çetin**- Sales Leader
Oracle
- **Armağan Karaege** - Sales Director
Türk Telekom International
- **Aytek Karagözoğlu**- Sales Leader
CA Tech. (Oracle previously)
- **Zeynep Taner Musaoğlu** - Investment-Manager
Garanti Technology