

HALİL DERYA AKAŞ

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EDUCATION

MSc. Engineering and Technology Management Boğaziçi University – İstanbul, Turkey	2020-2022
Engineering Faculty, Department of Metallurgical and Materials Engineering Kocaeli University – İzmit, Turkey	1999-2003
İstek Özel Semiha Şakir Lisesi – İstanbul, Turkey	1992-1999

PROFESSIONAL SUMMARY

Experienced project manager and procurement professional, with extensive background in both retail and engineering industry, looking for a position in a high-growth company with ambitious goals. Well-versed in prospecting procurement and budgets, managing multi-disciplined teams, setting up contracts and coordinating high value projects. Skilled communicator, multitasked and complex problem-solver, gifted at opportunities generation and efficient in resolving customer issues.

COMMERCIAL QUALIFICATIONS, EXPERTISE

- Ability to perform and make commercial decisions with insight, knowledge and intelligence
- Ability to implement account strategy to maximize new opportunities
- Market and data analysis
- Powerful negotiator
- Public speaking
- Lead prospecting
- Business development
- Optimizing business processes
- Team leadership

WORK EXPERIENCE

Managerial and Project Development Coordinator, RPM (Radiation Protection Manager) – Röntsan Ltd.

İzmit, Turkey

Nov 2016 - present

- Developing new projects, expanding current projects, logistical and operational coordination
 - HITACHI (various mechanical manufacturing)
 - DONALDSON (various mechanical manufacturing)
 - ERENCO (steel construction) ALSTOM (turbine spiral manufacturing)
 - LINDE (LPG pipelines) AYGAZ (skid lines)
 - COLAKOGLU (various diameters of pipes for Natural Gas Cycling and Thermal Power Plant)
 - HABAŞ (LPG and LNG tanks, oil and O2 lines)
 - TEKFEN (pressurized vessels (spherical and cylindrical), exchangers and various equipment)
 - GEMSAN (steel construction, field tanks, pipelines)
- Supervising technical personnel for compliance with TAEK by laws and regulations during radiographic testing. Obtaining all permits and licenses for the company and maintaining compliance

- Setting up ISO 9001:2008 Quality System and maintenance for effective application • Inclusion of company in Turkish Loyd's list of Approved Service Providers
- Obtaining compliance of the firm with İZGAZ – GDF SUEZ
- Selection of approved suppliers for local and international (China, India, Europe) purchases, sourcing of raw material, goods, and services under appropriate conditions regarding to cost-performance efficiency.
- Feasibilities for business development abroad (Jordan, China)

Deputy Materials Manager for NAGOR (North American Orifice) Project– Linde Engineering

Bursa, Turkey

contracted between Jan 2015 to Jul 2015

- Responsible for logistics, storage and use of materials for fabricating spools, branches and equipment. Also coordinating relations between LINDE and the manufacturer.

Founding Partner – Dame Ltd.

Istanbul, Turkey

2010 to 2015

- Obtaining exclusive distributorship for ELECOM Japan in Turkey, creation of sales network, conducting relations with Japanese Headquarters and Regional Representative in Germany
- Supervising product design for new brands, attending international fairs for supplier selection, conducting relations with suppliers, and completion of purchases
- Brand patent registry
- Operation manager for virtual retailers like Markafoni, Limango, Morhipo, etc.
- Operation manager of sales and marketing for D&R and Apple Stores.
- Conducting relations with KOSGEB and obtaining relevant incentive
- Supplying and sourcing various needs of KOÇTAŞ, PRAKTIKER, and A101 chain department stores on local market

Managing Coordinator – Röntsan Ltd.

İzmit, Turkey

Aug 2005 to Nov 2015

- Coordination of projects
- Conducting customer relations
- Management of personnel
- Supervision of financial processes, conducting relations with financial institutions, developing alternatives

Metallurgical and Material Engineer– Röntsan Ltd.

İzmit, Turkey

May 2004 to Aug 2005

- Selection of testing methods and their execution in compliance with relevant standards (EN, ASNT, AWS) as described by technical specifications of projects involving pipelines, steel construction, pressurized vessels and equipment
- Preparation of NDT procedures for technical specifications of projects and supervision of their application
- Supervision of destructive and non-destructive tests for sufficiency and effectiveness
- Preparation of progress billings, supervision of process culminating in final invoice.

NDT Technician–Röntsan Ltd

İzmit, Turkey

May 2000 to Dec 2003

LANGUAGE SKILLS

Turkish (native), English (proficient)