

En Önemli Yetenekler

Innovation Development

Coaching & Mentoring

Lean Startup

Languages

German (Professional Working)

English (Full Professional)

Turkish (Native or Bilingual)

Certifications

Agility & Innovation Coaching

Publications

<https://1000kitap.com/isilcetinkaya>

Işıl Çetinkaya

Innovation Coach For Teams, Young Executives And Entrepreneurs

Nilüfer

Özet

Assertive, outgoing personality with exceptional selling and negotiating skills to achieve the sales targets ultimately. Also I have strong presentation skills, positive attitude and ability to work in a target driven environment.

My abilities are:

- . Knowledge of making business plans and analysis
- . The ability to find new business ideas
- . The ability to organize new business ideas
- . Market and Finance research
- . Corporate image management knowledge
- . Knowledge of applying scientific methods such as Swot Analysis

Deneyim

Innovation Coaching

Founder

Mayıs 2021 - Present (3 ay)

Bursa, Bursa, Turkey

www.isilcetinkaya.com

I work as an innovation coach and mentor in order to develop services or products in organizations to bring different perspective to problems from outside.

Also I mentor and coach entrepreneurs on matters such as "Design thinking", "Business model development" and " Sales business development".

Üstün Dokuma Kozmetik

Business Development Manager

Temmuz 2019 - Present (2 yıl 1 ay)

Bursa, Turkey

- Determine company-wide strategic planning considering its four steps: Mission, Goals, Portfolio, and Marketing
- Design business portfolio & export growth strategies & explain functional planning strategies
- Took the business from a reactionary business to a stable, proactive business with steady growth, strengthened and grew the business with developing new, stable B2B projects with a clear focus and strategy to continue to the next targets and goals in foreign markets.
- Distributor and Trader management and development to assure and grow saturation in all territories, key foreign markets for my company.
- Trade shows, market analysis, key growth market, brand management and trend studies, analysis to understand the business and competition in the foreign markets better as well as to give further direction and focus to my company.

ESC DEMİR ÇELİK ve END. ÜRÜNLER MÜH. SAN. ve TİC. LTD. ŞTİ.

Export Sales Representative

Ocak 2019 - Haziran 2019 (6 ay)

Bursa, Turkey

- Overseas market research.
- France and Germany regional sales responsibility

Dış Ticaret Girişimci / Broker

Broker

2016 - Mayıs 2019 (3 yıl)

Bursa, Turkey

- Responsible in activities for suppliers from different sectors to enter foreign markets and find new customers.
- I have managed a wide customer portfolio and obtained commercial income from many sectors such as marble, textile, cosmetics and automotive.

Eğitim

Northwestern University

Master's degree, Executive coaching and mentoring · (Ekim 2020 - Eylül 2022)

Anadolu University

Bachelor's degree, International Relations · (Haziran 2010 - Eylül 2015)