



Gökhan Temel

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🔗 Single 🚗 B 🛡 Completed

Education

- MSc, Tallinn University of Technology** 2017 – 2019 | Tallinn, ESTONIA
Sustainable Energetics
- MSc, Bogazici University** 2012 – 2014 | Istanbul, TURKEY
Engineering and Technology Management
- B.E., Yildiz Technical University** 2005 – 2010 | Istanbul, TURKEY
Metallurgical and Materials Engineering
- Exchange Student, University of Bologna** 02/2009 – 08/2009 | Bologna, ITALY
Erasmus Program

Professional Experience

- Sales Account Manager, Hilti** 01/2024 – 07/2025 | Turkey
Serve as the go-to contact for our customers. Manage Energy and Industry customer accounts and build a work schedule that best suits me and my customers. Make sales by maintaining customer relationships, demonstrating latest tools on the spot and providing high level customer consultation. Product portfolio includes power tools, anchors, firestop applications, integrated floor systems, modular supports and inventory management solutions. Customers are power stations, transformer manufacturers, wind energy suppliers, shipyards and mines in Southern Marmara Region.
- Sales Executive, Umdasch Madosan** 09/2022 – 01/2024 | Bursa, TURKEY
Selling warehouse storage rack systems. Designed storage solutions for customers by AutoCAD drawings. Managed sales projects from initial customer meetings through final installation. Monitored customer payments and conducted collection activities.
- Cadet Pilot, Turkish Airlines** 07/2019 – 02/2022 | Istanbul, TURKEY
Theoretical education in Lithuania-2019. Flight Training in Spain-2021
- Territory Account Manager, Aygaz A.Ş.** 02/2015 – 08/2017 | Istanbul, TURKEY
Managing all the autogas sales in the assigned territory including forty dealers. Supporting pricing strategies of dealers by tracking broad range of data provided by government. Increasing market share of territory considering competition advantages. Geographical marketing activities for maintaining market leader position. Daily tracking payments and transportation of orders. Searching for new dealers by travelling and organizing meetings. Preparation and conclusion of official agreements. Updating all documentation both for dealers and company by tracking government regulations and Republic of Energy Market Regulatory Authority.

Purchasing Specialist, Ford Otosan

12/2011 – 02/2015 | Kocaeli, TURKEY

Concluding the price agreements, negotiations and cost reduction items in terms of specialized vehicle commodities. Develop and implement strategies on personally controlled revenue at the amount of 105 M€. Monthly preparing vehicles' total pricing and forecast reports. Consolidation of quotation details in order to nominate suppliers to new projects. Release orders for vendors and ensure the timely delivery. Searching for new suppliers with regards to market test. Improve the abilities of new suppliers with supplier technical assistance audits. Create and manage commodity sourcing strategies to leverage procurement operations, improve sourcing process and reduce costs.

Internship, Supsan Engine Valves

12/2009 – 02/2010 | Istanbul, TURKEY

Forming Processes and Management

Internship, Çemtaş A.Ş.

06/2008 – 07/2008 | Bursa, TURKEY

Production Processes

Skills

Sales Strategy, Technical Sales, Procurement & Supplier Negotiation, Business Development, Account Management

Languages**English**

IELTS

**Certificates****One Star Diver**

CMAS

Advanced Driving

Demir Bükey Akademi

Business and Time Management

Training Development Center

Presentation Skills

İzgören Akademi

Effective Speech

Can Gürzap

Interests

Scuba Diving, Swimming, Travelling

Projects**www.fiberkarbon.com, Website Development**

2012 – 2015

Creating of an e-commerce website based on carbon fiber materials and products

Project Specialist, Citowise

2018

Mobile App start-up

Business Support, Estonian Chamber of Commerce and Industry

12/2017 – 02/2018

Organizing seminars and business meetings