

PERSONAL INFORMATION

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Nationality Turkish.
Date of birth Jan.10th 1977
Marital Status Single
Military Service Completed in 2004



WORK EXPERIENCE

- Dates
- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

January 2012 – Ongoing

Transparent Armor System FZE / UAE
International Armored Group Zirhli Urunleri San ve Tic. Ltd. Sti. / Turkey
International Armor Group Otomotiv Yed. Par. Bak. Ve On. Hiz. Tic. Ltd. Sti. / Turkey
Manufacturing and Sales of Armored Cars and Armored Glass
General Manager

By Travelling between UAE and Turkey I am undertaking the responsibilities as General Manager in 3 different branches under the same group.

My Duties and responsibilities are as below;

Transparent Armor System FZE- as of January 2012

I have moved to UAE and joined the International Armored Group to build the bullet proof glass manufacturing plant. I have undertaken the responsibilities of planning, machinery selection, technology transfer, worker selection and training, certifications, quality management, logistical planning, forming the management and sales teams and still responsible from above points with General Manager title.

International Armored Group Zirhli Urunler San. A.S. – as of December 2013

Investments in Turkey started with IAG groups armored cars storage and transit trading facility. After opening the company with the title of General Manager I have followed the procedures and formalities for import, export and accounting with the help of our financial adviser and customs broker.

By the end of 2013 as a result of development within Turkey and neighboring countries we have made the decision to open an armored car facility in Turkey. I have undertaken the responsibilities of planning, machinery selection, worker selection, certification, quality management, logistical and financial planning, forming the management team and still following my duties as General Manager. Within 1 year we have won the tenders and supplied over 200 cars to Turkish market and became one of the 5 biggest armored cars suppliers of Turkish Government.

International Armored Group Otomotiv Yed. Par. Bak. ve On. Hiz. Tic. Ltd. Sti. - As of January 2015

Due to the number of cars sold in Turkish Market we have made a decision to open a spare parts supply and maintenance company outside free zone. Our spare parts and service company serves all IAG cars in operation in Turkey, North Iraq and North Africa region. I have undertaken the responsibly of planning, registration and forming the management team of the factory and still following my duties as General Manager.

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June 2010 – December 2011

Armass Glass – Ada Cam San. ve Tic. Ltd. Sti. – Istanbul/Turkey

Bullet Proof Glass Sales and Marketing

Sales and Marketing Director

Supervising and directing the sales and marketing activities of companies own production bullet proof glasses both to local and international markets.

November 2009 – February 2010

Alexandros Motors SRL. & Sidera Quartz SRL. - Ploiesti & Constanta/Romania

Automotive Int'l Trade / Quartz Compound Stone Production and Int'l Sales

Foreign Trade Director

Both companies are member of Alexandrion Group Romania.

Alexandros Motors SRL. is the Exclusive importer and distributor of Chinese automaker Great Wall Motors Co. Ltd. importer and distributor of Chinese Forklift manufacturers Shang Li Forklift, Hang Cha Forklift and Chinese Bus Manufacturer King Long Busses. For Alexandros Motor I have undertaken the responsibility from order phase until the free zone entry process including the payments, management of company's free zone.

Sidera Quartz SRL is the compound quartz stone manufacturer located in Constanta. I have undertaken the responsibility of raw material planning, import and final products exports.

November 2006 – November 2009

Alexandrion Trading (Beijing) Co.,Ltd. - Beijing/China

Automotive Import from Chinese Manufacturers / Alcoholic Beverage Sales to China Market

Country Manager / Group Operational Coordinator

China Branch of Alexandrion Group Romania SRL.

Started my duty as Chief Representative of Representative office.

In a year time I have established the wholly owned foreign enterprise Alexandrion Trading (Beijing) Co.,Ltd. And undertaken below responsibilities

Alexandrion Alcoholic Beverages : Marketing research for Alexandrion products, organizing special testing events, decomposition of products for China market needs, building sales and marketing teams, getting import permissions, arranging distribution chain, signing contract with distributors, financial and operational reporting to the group management.

Alexandros Motors Automotive business : Finding suitable carmakers for Romanian and Brazil markets in cooperation in cooperation with Alexandros Motors Management located in Romania. Relations with carmakers, following all the operational and financial processes for orders from proforma invoice up to entrance of the goods in Alexandros Motors free zone in Romania. Following the European homologation process with homologation team located in Romania. Financial and operational reporting to the group management.

Alexandrion Olympic Sponsorship Project: For 2008 Beijing Olympics Alexandrion Group Romania was the main sponsor for Romanian Olympic Committee. Gold medalists are rewarded with a CUV car.

In cooperation with Romanian Embassy in Beijing I have undertaken the responsibility of organizing special events and reward ceremonies, managed the relations with Beijing Olympic Committee. Operational Reporting to Alexandrion Foundation Management.

November 2005 – October 2006

Histas Group of Companies - Istanbul/Turkey

Home and Garden Furniture import, export and retail

Foreign Trade Manager

Histas Group of Companies (Histas A.S., Gardenlife, Homelife, Everything, Kalite Dis.Ticaret) is the importer, wholesaler, retailer and exporter of premium quality home and garden furniture. I have taken the responsibility of the whole foreign trade activities on operational and financial basis. Managed companies free zone and customs bonded area depots. Company's whole imports were on DP L/C basis.

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EDUCATION AND TRAINING

- Dates
- Name and type of organization providing education and training

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PERSONAL SKILLS AND COMPETENCES

MOTHER TONGUE

OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

November 2004 – November 2005

Magic Toys Imp & Exp Ltd. & Toys Market Imp. & Exp. Ltd. - Istanbul/Turkey

Toys Importer, wholesaler, manufacturer and exporter

Import and Export Manager

Magic Toys the toy importer and wholesaler, Toys Market the cardboard toys manufacturer and exporter owned by the same partners. I have undertaken the responsibility of whole import and export operations, royalty contracts and calculations, participation processes to international toys fairs, relations with suppliers and buyers.

January 1998 – January 2003

Antoine Makzume Int'l Transport and Trading Co., Ltd - Istanbul/Turkey

International Transport

Documentation and IT Executive

After having a rotation for 8 months in 8 departments (import, export, delivery order, marketing, customs, port operation, logistics & accounting) worked in logistics, import, marketing departments and also undertake the responsibility of IT.

After the improvement of the necessary qualities have been promoted as documentation and IT Executive.

Also have undertaken the responsibility as super user and trainer in implementation of Norasia ,CSAV, CP Ships lines cost, fleet, container control & documentation programs.

2000-2003

University of Eskisehir, - Open University

Business Administration (Graduated)

1998-2000

University of Marmara ,Faculty of Social Sciences - İstanbul

Foreign Trade (Graduated)

1995-1998

University of Kocaeli ,Faculty of Engineering - Kocaeli

Geophysics Engineering (Left from 3rd level)

1993-1995

Belde Private High School - Istanbul

Science and mathematics

1989-1993

Tarabya Kemal Ataturk Private High School - Istanbul

Science and mathematics

TURKISH

ENGLISH

Advanced
Advanced
Advanced

Alper ALPAY

SOCIAL SKILLS AND COMPETENCES

Personal characteristics: Result oriented and hard working. Capable of working under high stress levels and finding practical solutions for complex problems.
Team work & leadership: Working efficiently in a team and always trying to find better and more sufficient ways for the team to achieve its goals. If/when necessary ready to take the leadership position to improve the outcome.
Intercultural skills: As being the part of International organizations for years and as a result of the expat experience deeply interested in knowing other cultures, finding efficient ways to communicate and solving business problems due to cultural misunderstandings.

TECHNICAL SKILLS AND COMPETENCES

Competent with Microsoft Windows and Office applications, Adobe Photoshop, Autocad application and an efficient web user.

OTHER SKILLS AND COMPETENCES

Rowed in Fenerbahce Sport Club for 5 seasons and for 4 seasons take part in Turkish National Rowing Team.

Obtained international Rowing Umpire License from FISA and currently having jury member duties in international rowing regattas.

Member and trainer of first civilian sea search and rescue team of Turkey, DAK/SAR.

DRIVING LICENSES

Turkish B Type / Chinese C1 Type / UAE Light Vehicle / Amateur Captain certificate for yachts up to 80 gross tons.

WORK AND RESIDENCE PERMITS

Turkey :Citizenship
UAE :Residence Permit

ADDITIONAL INFORMATION

CLUB & MEMBERSHIP

Fenerbahce Sports Club – Member of High Council Board

FISA – Umpiring Commission Member

Seamen Solidarity Association – Member

DAK/SAR Search and Rescue Team – Search and Rescue Trainer - Volunteer

The Graduates of ISTEK Foundation

PERSONAL INTERESTS

Interested in photography, water sports and travelling.

REFERENCES

Can be obtained upon request.