

Furkan Çekin



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WORK EXPERIENCE

Export Sales Representative

KLC YAPI

11/2021 - 03/2022

Konya, Turkey

Achievements/Tasks

- Skills: Cold Calling • Finding leads for Package elevator solutions with responsibilities for incoming enquiries in Agricultural equipments. • Managed customer relations ranging from Ohio/ US to Tajikistan to Balkans to Malta under Agricultural equipments
- Was able to conduct a meeting with a UK based company performing in Tajikistan in our office. • Preparation of necessary export procedures to Kazakhstan for the located branch office.

Sales And Marketing Representative

SMOXH Cutting Tools

04/2022 - 10/2022

Konya, Turkey

Achievements/Tasks

- Marketing of Precision Cutting Tools for Metalworking industry • Responsible for; Incoming inquiries & Orders, Prospect research, Market Research, Business to Business (B2B) cold phone call, Cold emailing. • Task : To find lead prospects (Dealers & Distributors) under given target Markets (EU, East Europe and Balkans). Preparation of Proforma & Commercial Invoice, A.TR, EUR 1 and Certificate of origin.
- Achievements ; Agency agreement conducted with Polish lead, Creation of new leads in : Czechia, Spain, France, Netherlands, Greece, and sucessfully operated all orders from customers. With addition, brought up 1.5k potential lead around the globe with reaching out 250 leads through cold-calling. • Created opportunities in French market with regards to language difficulties and forwarded a lead to visit booth in Germany's AMB exhibition.

Customer Service Representative

Foundever

10/2023 - 05/2024

Gdansk, Poland

Tasks

- Responding to inbound calls from end user customers
- Processing customer inquiries through Salesforce with content management system.

Senior Compliance Associate

Amazon Poland

09/2024 - 07/2025

Gdansk, Poland

Tasks

- Classification of Dangerous (Hazmat) goods according to globally harmonized system (GHS) of classification for chemicals.

UNIVERSITY

Selcuk University- BA International Relations 2015-2021

University of Gdansk- MA Logistics and Mobility 2023-2025

LANGUAGES

English

Native or Bilingual Proficiency

Turkish

Native or Bilingual Proficiency

FAMILIAR TOOLS

Salesforce

CMS

ERP

CRM