GURUR GÖNEN

Contact:

- Address: Parseller Mahallesi, Kesikkaya Caddesi, Ümraniye, Istanbul / Turkey
- Mobile: +90 537 665 15 00
- Email: gurur.gonen@gmail.com

Personal Informations:

- Date of Birth: 16.01.1994
- Nationality: Turkish
- Military Status: Fulfilled
- Marital Status: Single
- Driving Licence: B
- No restrictions for travelling
- Blood Type: AB RH (-)

Skills:

- Language Skills :
  English(Advanced),
  Spanish (Beginner)
- Computer Skills: Matlab, Solidworks, Ansys, MS Office

EDUCATION:

- **F.M.V Isik University** (2012–2017)
  Engineering Faculty , Automotive Engineering (100% English)
  3,69/4,00 (High Honor/ Ranked 1st among 32)

WORKING EXPERIENCES:

ORANGE BUSINESS SERVICES (12.2019-07.2024)
Job Titles: Account Associate (Account Manager, 2022-2024)
Account Associate (Jr. Account Manager, 2019-2022)

Job Description: Account Associate Team at Orange Business is part of the broader sales community, focusing on small to mid-size new and existing customers and building up/maintain customer intimacy.

Responsibilities:

Building up strong bonds with the customers in his target market list, especially in Sub-Saharan South Africa region, to upsell, cross-sell to achieve his revenue and order targets,

Regularly attending the Orange Sales Academy trainings to improve knowledge of products and services as well as unique selling points, strengths and weaknesses vs competition. Studying internal customer success stories in other regions and sectors to replicate successes in my territorial scope,

Proactively providing support by arranging online meetings, making phone calls daily or weekly based on the complexity and progress of the project,

Working with commercial, technical, regulatory, legal teams by following internal corporate governance to build, finetune, submit proposals/quotations

Negotiating with customers and suppliers on proposals/quotations, terms and conditions, purchase orders, contracts,

Doing hand over to delivery teams following the contract signature, engaging with internal delivery teams in regular basis to keep the customer informed of the progress of the delivery,

Managing, as necessary, post sales requirements such as amendments in the orders, adjustment in the invoices, credit & rebill requests, rebates by working closely with Order to Bill teams overseas,

Drawing up the monthly sales reports to analysis the figures such as the conversation ratio between quotations created and accepted, the lead time of quotation to order process as well as the lead time of delivery to present to the management.

INTERNSHIPS:

- **Birinci Otomotiv Tic. ve San. A.Ş** (09.2017-10.2017)

  Job Title: Engineering Intern
  Role:
  - Contacting with the customer, analyzing the request based on internal cost analyze tools and offering price,
  - Contacting with the supplier for raw material and outsourced operations,
  - Obtaining technical drawings to produce the products and creating operation flow chart by using such as Ansys, Solidworks, AutoCAD and MS Office tools,
  - Monitoring the whole process through the company,
  - Performing quality control tests of raw and manufactured materials by using destructive and non-destructive test methods.
  - Performing handover to the sales operations for the freight of the batches.

- **Makel Hidrolik Pnömatik Ltd. Şti.** (07.2015–08.2015)

  Job Title: Engineering Intern
  Role:

  - Observing the machining and welding processes,
  - Using the machines such as milling, sawing, lathe, CNC and drilling at a basic level,
  - Assembling the final product.

SCHOLARSHIP:

- 2014-2017: 100% Success Scholarship

SCHOOL PROJECTS:

- Basics of Electronic Stability Program
- Performance Analysis of a Vehicle Under CITY_2 Driving Cycle for Both ICE and Electric Motor
- Design of a Dynamic Friction Experiment Set-up for Brake Squeal:

  - Modal analyses via experimental and computational methods (FEM)
  - Data acquisition and interpretation
  - Conceptual designs via Solidworks & Instrumentation of the test system
  - Harmonic and structural analyses via ANSYS