

Curriculum Vitae

Name: Lütfü Gürlük
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Date of Birth: 24/11/1972
Nationality: Turkish

Job Objective

To obtain a challenging position in sales and operational management with a market leader that utilizes my experience in logistic solutions, forwarding and distribution, consolidation, customer support, sales and marketing, and warehousing.

Personal Profile

A multi-skilled team player, with teambuilding and leadership skills, obtaining an extensive network of handling agents within Turkey, well accustomed to working under pressure on budget control, targets and schedules, experienced in setting up new establishments.

Work Experience

- **Senolsun Group Logistics, Izmir, Turkey**
Business Development Manager
02/08 - present

- Responsible for the complete service offers like all-included, customs brokerage, international transport, domestic transport, warehousing, IT-solutions, foreign trade business documentations, accounting documentations, transportation insurance, sales and marketing, consultancy, customer visits, acquisition.

Special achievements:

Nestlé Turkey Imports Logistics Consultancy: Customs operations
Global Brands VK, Mohito Turkey Deliveries: Customs operations
Transits of cars and jeeps from Canada to Iraq via Mersin Port

- **Aria Real Estate and Tourism Agency, Fethiye, Turkey**
Senior Sales Negotiator
08/04 – 01/08

- Responsible for the estate section (construction business, residential markets, commercial properties)
- Purchase and sales of properties
- Presentation in shows, exhibitions and fairs

Additional trainings absolved:

Salesmanship, Leading and Training for Success, Time Management, ISO 9001:2000 Quality Management Systems Certificate

- **Eagle Global Logistics, Izmir, Turkey**
Aegean Region Branch Manager
07/03-03/04

- Responsible for the opening of the office in Izmir with sales, operations and accounting teams
- Office built near Adnan Menderes Airport
- Warehouse management (2000 sq.m warehouse)
- Up to 20 personal customer visits per week
- Regular consolidations from textile companies located in Denizli to PRIMARK UK
- Air, sea, road freight sales lead follow up
- Sales force reporting

Special achievements:

Acquisition of General Electric: Shipment of tools and equipment for Kemalpaşa Electric Power Plant

- **Ecu Line International Transport, Izmir, Turkey**
Aegean Region Branch Manager
06/99 – 06/03

- Responsible for the management of Aegean Region Branch
- Administration of sales and marketing, operation and warehousing
- Customer visits and acquisition
- Meetings with forwarders subject to strict targets and schedules
- Attending meetings with Aegean Region Chamber of Industry and Izmir Chamber of Commerce members
- Arranging promotions and campaigns for developing fortnightly services to weekly services or opening new LCL services
- Important decisions on cost control and increase of profit merges
- Adding targets to the team in FCL and LCL and air, road shipments
- Dealing with warehouse agreements, and shipping line contracts
- Negotiating with banks, developing credibility with shipping lines and service providers
- Outsourcing contracts
- Follow-up of general conditions with network agents

Special achievements:

- Shipment of telecommunication towers: Pre-carriage by trucks from Ankara to Mersin Port, handled and stuffed on 369 flat rack containers, each case followed personally and worked on port operations of each shipment
- New and first time consolidation service for Izmir Port to/from the following destinations:
Import – fortnightly via Pireaus (from all over Europe, USA, Far East, Indian subcontinent), weekly via Singapore (Far East)
Export - Israel FCL, LCL service established personally with Jackyline Israel
- Establishment of new services via Barcelona to Spanish destinations, via Dubai to Middle Eastern destinations, via Karachi Port to Pakistan, via New York to US destinations
- Vestel import shipment (air, sea) from Leixoes Portugal to Manisa Izmir handled, chased, developed and followed-up personally
- Bosch import shipments (air, sea) from Oporto Portugal to Manisa Izmir handled, chased, developed and followed-up personally

- **Ecu Line International Transport, Izmir, Turkey**
Customer Service, Operational Responsible for Import Department
04/98 – 06/99

- Responsible for the freight exchange included pre-carriage and on-carriage calculations
- Air, sea, road freight offers to clients in co-operation with agents
- Networking with agents, shipping lines and service providers
- Offering and following freight offers
- Releasing cargoes to importers
- Getting d/orders by shipping lines
- Ordering summary declaration for the customs brokers
- Checking goods rights by B/L's
- Checking manifests by shipping lines and hub agents before delivery
- Invoicing freight, thc, additional charges and fees, and follow-up of payments

- **Ecu Line International Transport, Izmir, Turkey**
Customer Service, Operational Responsible for Export Department
02/97 – 04/98

- Responsible for freight exchange
- Review of offers by freight tariff and general conditions
- Arranging consolidation containers by shipping lines, collecting goods in the warehouse until cut-of date, collecting shipment instructions, arranging B/L instructions and customs manifest, preparing HB/L's for exporters, invoicing, following payments, reporting, netting with hub agent and network agents
- Following sales leads from network agents
- Acquisition of new customers to use the consolidation service continuously

Education

2000 – 2004 School of Economics, Anadolu University

Additional Skills

Languages: Turkish (mother tongue)
 English (business fluent)
 German (basic knowledge)

Computer: Microsoft Office (Word, Excel, Power Point, Access)
 ETA
 Netsis
 Salesforce
 SAP
 SOFT

Driving license: Driving license (B)

References

References available upon request.