



Ömer ÖZAŞIK

Besa Karina Sitesi 9/52 Yaşamkent

Çankaya/ANKARA

GSM: 0 (531) 273 11 27

E-Mail: omer.ozasik@vitel.com.tr

Objective

To obtain an executive management position in a company in order to innovate and create new opportunities by interpreting sectorial and technological developments and become a highly valued member of the team and add value to both myself and my company.

Work Experience

Vitel Veri İletişimi ve Telekomünikasyon Sistemleri San. ve Tic. A.Ş.

Branch Manager

Jul'14 –

- Managing the sales process,
- Maintaining and improving current customers by revealing customer expectations and creating new opportunities for gaining new costumers.
- Identifying and evaluating customer base strengths, weaknesses, opportunities and threats,
- In the sale cycle of the software products in the product portfolio;
 - o Persuading customers to POC for illustrating our product features,
 - o Create customer-specific requirement maps in order to determine the actual needs,
 - o Making periodic visits for the customer service quality measurement.
- Making a difference in the customer-specific solutions.

KoçSistem Bilgi ve İletişim Hizmetleri A.Ş.

Senior Account Manager

Nov11 - July'14

- Creating new frame agreement possibilities, such as virtual private network, video conference and data center frame agreements and new opportunities together with the customers,

- *Making daily visits to customers,*
- *Coordination of customer and internal resources,*
- *Achieve and maintain existing customer's loyalty by representing and protecting the image of the company,*
- *Working together with customer's Demand, Marketing, IT, Finance and Product Management teams.*

Türk Telekomünikasyon A.Ş.

Oct'08 - Nov'11

Product Management Expert

- *All Türk Telekom Convergence Products' Management, such as:*
 - o *TT Sanal Santral,*
 - o *TT Dijital İkili Hat (ISDN BA), TT Dijital Çoklu Hat (ISDN PA), o*
 - o *Bulk Messaging System (KMS), o Wirofon, o Videofon*
- *Requirement's specification of products,*
- *Increasing the variety of value-added services,*
- *According to the analysis of existing products, innovating additional features by evaluating the market and competitive conditions.*

Business Analyst / Product Manager

- *To Business' IT Requirements*
 - o *Understanding the need, o Identifying / detailing requirements, o Prioritizing demands, o Managing the expectations, o Converting demands into programs or projects.*
- *Being a single point of contact for IT on behalf of these requirements,*
- *Making the necessary follow-up and reporting on behalf of the demand owner.*

Elektromed Elektronik

Dec'06 - Oct'08

Software Engineer

- *Making re-development of previously developed Delphi based applications using C#,*
- *Developing AMR systems by using MODBUS protocol.*

Entrepreneurship Experience

Technopreneurship Capital Support Program

May'10 - Jun '11

Cengsoft Ltd. Şti. / Owner

- My business idea awarded a grant of 91,8K TL (\$59,6K) in Ministry of Science, Industry and Technology's Technopreneurship Capital Support Program.

Training and Certifications

Negotiation Techniques

- BTO Eğitim ve Danışmanlık

Relationship Management and Social Styles

- Vision Group Eğitim ve Koçluk

Advanced Sales Techniques

- BTO Eğitim ve Danışmanlık

Project Management Methodology and Practices

- İstanbul Kurumsal Gelişim

COBIT Foundation Course with Game

- BilgeAdam

ITIL Foundation Training

- BilgeAdam

Training of Trainer

- Sinerji Eğitim ve Danışmanlık

Fundamentals for Business Analysts

- Oracle University

Personal Information

Date of Birth : 18.05.1982

Driving License : B (2000)

Education : Master's Degree

Marital Status : Married

Military Obligation : Done - 30.11.2006

Smoking : No

Education

Master's Degree

Jul'09 - Feb'12

Management Information Systems, Gazi University

Undergraduate

Sep'00 - Jun'05

Computer Engineering, Anadolu University

Interests

Developing Interesting Software, Barbecue, Theater, Cinema, Console Games.