Sami Can SEVEN

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Citizenship: Canadian and Turkish



More about me: https://docs.google.com/spreadsheets/d/1bf7JcSc10IezWIZvi0_KeW-yJt-vAA8NMw8mB8e9gyA/edit?usp=sharing

SUMMARY

In my opinion sustainability of the information is important hence I care about optimization of knowledge transition process, which is based on being approachable and courteous and I would like to continue to help every company that I will work on improvement of this process. Before deciding a path for future, I would like to experience different positions, have responsibilities under supervision of experts, gain know-how and most importantly improve and learn communication skills required for the field.

EDUCATION

- Bahcesehir University, BBA. Economics **Sep'20-Present**
- Beylikduzu Cahit Zarifoglu Anatolian High School **Sep'16-Jun'20**

WORK EXPERIENCE

- **Head Student Assistant, BAU Hub Incubation Center** **Oct'22-Mar'23**

-Took part in the event design processes in order to increase the awareness and interaction of the incubation center
-Contributed to the business analysis of the startups after the periodic meetings with the startups under the roof of the BAU Hub, with the BAU Hub manager
-Led to ensure that the assistant students are integrated and organized to take an active role in the incubation center processes
-Prepared the TUBITAK 2209-B research project titled "Designing Virtual Incubation Centers for Increasing Entrepreneurship and Innovation Capacity of Secondary Education Students"
-Supported the communication processes for the coordination of the Startups participating in the "What's Next Start-Up Day 2022" event
-Acted as a mentor in the TUBİTAK 2209 application process of the team that won the ideathon organized with the BAU Startup Community

- **Senior Sales Representative, GreaTR .org** **Dec'21-Sep'22**

-Improved customer retention by keeping relationships strong with continuous communication, responsible from 5 companies
-Supported transition of companies during collaboration time frame
-Contributed to brainstorm session related to strategical acts that can enlarge costumer base
-Acted as quality control mechanism pointed out potential problem that might arise for maintaining standards and customer satisfaction
-Supported "Tersine Beyin Gocu Zirvesi" by distributed invitations and informed the participants besides advertisement of it to companies

- **Business Development Intern, GreaTR.org** **Sep'21-Dec'21**

-Organized customers CRM, contacted with HR and Talent departments of companies
-Supported creation and preparation of sales plans
-Arranged meetings with selective companies to introduce ourselves and discuss the methods and needs of counter party
-Investigated potential customers and areas where the optimally grow and fulfill the needs easily

RELEVANT SKILLS

Languages: Turkish (Native), English (Advanced),
Computer Skills: Excel (Uppermediate), R Studio (Uppermediate), SPSS (Intermediate), Galileo GDS

EXTRACURRICULAR AND VOLUNTARY ACTIVITIES

- **Appleby College ESL Program** **Aug'16-Sep'16**
- **Columbia International College ESL Program** **Aug'17-Sep'17**
- **High School Choir** **Jan'18-Dec'19**
- **Skål International Istanbul Young Skål Member** **Oct'23-Present**
- **Turkish Red Crescent Certified First Aider** **Aug'24-Present**
- **OGM Forest Fire Volunteer** **Aug'24-Present**

REFERENCES

- **Tayfun Calkavur**
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- **Evren Degerlier**
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