

A. HAMDİ DEMİREL-CMC

PRESENT	2002-2020+	GBD CONSULTANTS SRL	ROMANIA
		Partner- Managing Director- Chief Consultant	
		<ul style="list-style-type: none">▪ Consultancy services given to more than 70 companies on▪ Investment in agriculture, automotive, construction, etc sectors.▪ Developed their businesses by consulting in managerial issues in▪ HR, finance, marketing etc. and obtaining E.U. Funds.	
Experience	2000– 2002	UZEL SKOPJE DOOEL.	MACEDONIA
		General Manager	
		<ul style="list-style-type: none">▪ Prepared the vision, mission and strategies of East Europe expansion.▪ Developed the Ex- Yugoslavia and Romania Business Plans.▪ Founded Uzel Skopje Ltd. and expended the operation to four countries	
	1998– 2000	ROMANIAN EFES BREWERY S.A.	ROMANIA
		National Sales Manager	
		<ul style="list-style-type: none">▪ Revised the strategies of marketing and distribution.▪ Covered the country with 38 distributors, which were only 6 to begin with.▪ Improved penetration from 1.150 to 15.000 P.O.S.▪ Increased sales by 512 % in 1998 and 167 % in 1999.	
	1995–1998	EFES PAZARLAMA VE TİC. A.Ş.	TÜRKİYE
		District Sales Manager	
		<ul style="list-style-type: none">▪ Reorganized the department totally.▪ Managed 3 districts with 14 sales supervisors in 68 % of the country.▪ Implemented training courses for new recruits and 107 dealers.▪ 12 subordinates are promoted to higher positions in and out of the dept.	
	1983–1995	GÜNEY BİRACILIK VE MALT SAN A. Ş.	TÜRKİYE
		Trade Manager	
		<ul style="list-style-type: none">▪ Introduced new procedure of procurement.▪ Applied J.I.T. and stock control system to company warehouses.▪ Expanded export market to Saudi Arabia, Iraq and U.A.E.▪ Exported beer in 10-year-old used bottles and crates to Northern Iraq.▪ Developed Coca Cola business in Kazakhstan and Kirgizistan.	
Education	1963-1970	Tarsus American High School	TÜRKİYE
	1970–1974	Istanbul University, Faculty of B.A.	TÜRKİYE
		<ul style="list-style-type: none">▪ License Degree in Management –Major in Marketing.	

1974 – 1976

Ph.D. studies on Marketing Management. (Un-finished)

1976 – 2020 Seminars and Courses

Obtained **Certified Management Consultant** C M C License

ADDITIONAL CAREER INFORMATION (1970-1983)

Experience

1980–1983 YURTAS ENTEGRE TEXTILE A.S. TÜRKİYE

Sales Manager

- Established sales and upgraded design and quality control departments.
- Sold company's stocks, which accumulated, in the past four years.
- Developed the market with Product Mng.s, sold one-year capacity ahead.
- Began exporting to Jordan, S. Arabia, Holland and Africa through Togo.

1977– 1980 ERKA BRAKELININGS A.Ş. TÜRKİYE

Sales and Marketing Manager

- Revised the strategies of marketing and PR for Kurtkaya Holding.
- Renew the marketing communication policies and instruments.
- Prepared 10 production companies of Kurtkaya Group for international fairs.
- Increased high profit 'industrial friction material' sales to 22% of the revenue.

1976–1977 TURKISH AIR FORCE H.Q. TÜRKİYE

Project Officer

- Worked in Plans and Principles Dept. of Turkish Air Force H.Q.as LT.
- Finalized Cost / Benefit Analysis for the weapon systems including F-16 's.
- Worked on long term investment budgets to meet the strategic needs.
- Prepared around 20 presentations for TUAF and JUSMAT.

1974–1976 EPO CONSULTANCY SERVICES A.Ş. TÜRKİYE

Training Manager

- Supervised many market, distribution, sector and marketing researches.
- Assisted many investment, feasibility and specific studies like pricing, etc.
- Acted as consultant and coordinating consultants in many projects.
- Developed and implemented many training projects for companies.

1970–1974

GROLIER INTERNATIONAL A.Ş. TÜRKİYE

Sales Supervisor

- Started as creative salesman and promoted as salesmen trainer.
- Formed a sales team, which was extremely successful in my second year.
- Worked as a separate company of my own with 22 Salesmen.

**Leisure Time &
Social Activities
& Hobbies**

- Researcher, Developer and Creative Thinking Enthusiast
- Solution Provider, Problem Solver and Organizer
- Active environmentalist, member of Tema and other Assos.in Turkey.
- Founder and president of first Camping and Caravanning Club Adana
- Vice President of Turkish Businessmen Association in Bucharest.
- President of Casa Ece Foundation in Medgidia, Constanta
- Ex member, Board Member and General Secretary of RC Adana Seyhan
And Member, Vice President and President RC Bucuresti Levant Romania
- Founder of first Rotary Club in Almaty- Kazakhstan as 2340 Dist. Gov. Rep.
- Ex Board Member and Chairman of Alumni (Tarsus American College)
- Board Member of U.B.C.C.E. Association
- Wind Surfer, Sailor (Canadian Yacht Club)
- Pilot -Private (PPL license)
- Ex vocalist and bass guitarist of school combo