



## ALİ ALPER ÇELTEK

Şehit Ömer Faydalı Bulvarı  
Batıkan-2 Apt. No:223 / 5

YALOVA

Tel : +90 532 763 33 92  
+90 532 790 15 09

e-mail : [alialper.celtek@gmail.com](mailto:alialper.celtek@gmail.com) [aac@alialperceltek.com](mailto:aac@alialperceltek.com)

---

### WORK EXPERIENCE

#### 01.2018 – . . . Founder, AAC Management Consultancy

AAC give support, advice and create value to the clients as an independant member of their management teams acting with the full management responsibility. Focus areas are ;

- General Management Consultancy on Project based,
- Integrated Management Development,
- Managers' Training & Development,
- Executive Coaching, Team Coaching & Management Team Development.

#### Achievements and projects;

- Integrated Management Development Programme (training, executive coaching & team coaching) with a leading local FMCG Company at Bursa,
- Integrated Management Development Programme (training, executive coaching & team coaching) with a leading local Marine Company at Gebze,
- Cost Management & Profitability Development Project with a Family Company at Bursa,
- Strategic Planning & Sales-Marketing Development Project with a Family Company at Bursa,
- Management Development Project with a Local Company in Metal Sector at İzmit,
- Sales Development Project with a Local Company in Automotive Sector at İstanbul,
- Organizational Development Project with a Family Company at Bursa.

#### 05.2017 – . . . Partner, ISG International Service Group Turkey

Partnership with ISG International Service Group in Management, Executive Search & Development areas in the territory of -and not limited with- Bursa, Yalova, Kocaeli, Sakarya, Gebze, Tuzla, Eskişehir areas.

#### 01.2012 – 31.01.2017 Country Human Resources Director, Componenta Turkey

A member of **Turkey Country Administration Team (TCAT)** and reports to Managing Director.

HR Teams at Bursa & Manisa premises managed by respective HR Managers reporting to the Country HRD.

**Country HRD** is responsible for;

- alignment of Country Level HR practices with Group and Country strategies and processes,
- supporting management at all levels in developing and implementing strategic development plans and change programmes,
- actively taking a part in Company general management as a member of the Country Admin Team,
- target deployment and strategic contribution via Performance Management System,
- managing industrial relations & taking an active role in all legal topics of the company,
- Management and Leadership development programmes for Managers & Directors,
- Team Leaders Development programme for 1st Level Managers,
- Management Resource review for succession planning, talent management and career moves,
- Employee wellbeing and retention systems management,
- Organisational re-structuring projects,
- Talent Management (Int. Traineeship programmes, Challengers Programmes, Mentoring).

#### Achievements and projects;

- Project of re-structuring Orhangazi Iron BA; head-count reduction by (+)100, fixed cost saving of (+) €2 mio p.a., renewing the way to operate, re-defining the general management practices as well as clarification of roles and responsibilities, re-structuring management reporting levels and re-defining the layers & the titles,
- Project for Blue Collars absenteeism,
- No any negative impact to the company during the illegal labour movements during April-May 2015 mainly in Bursa region and in automotive industry.

### **03.2008 – 01.2012 Sales Director – Automotive, Componenta Group**

Being a member of Componenta Corporate Sales & PD Team and Turkey Management Team, Automotive Sales Director reports to SVP Turkey Operations and is responsible for;

- alignment of Turkey Sales with Group Sales & re-organising the local sales team after acquisition,
- development and implementation of the Business Area (BA) strategy,
- leading and managing the growth, profitability and overall operations of Automotive BA,
- managing and developing international sales force within automotive BA,
- forecasting and reviewing Automotive BA operations and business development,
- achieving sales goals through effective management of the BA Sales and Product Development team,
- monitoring and reviewing market development and competitor activities in Automotive BA.

#### **Achievements and projects;**

- additional new sales of €17 mio contracted in 2011, €21.6 mio in 2010 and €17 mio in 2009,
- enrichment of customer portfolio by new customers contracted in 2011,
- renewal of customer contracts in line with Corporate Legal Guidelines in cooperation with the HQ,
- deployment of “Solution Selling” methodology for the target customers,
- implementation of “material and energy surcharge” system within sales prices.

<b>08.2006 - 03.2008</b>	<b>Country Sales Manager, Componenta Turkey</b>
<b>09.2005 - 08.2006</b>	<b>Production Planning &amp; Logistics Manager, Koç Group (Döktaş A.Ş.)</b>
<b>06.2003 - 09.2005</b>	<b>Planning Supervisor, Koç Group (Döktaş A.Ş.)</b>
<b>09.1998 - 06.2003</b>	<b>Customer Relations &amp; Planning Supervisor, Koç Group (Döktaş A.Ş.)</b>
<b>08.1997 - 11.1997</b>	<b>Industrial Engineer-Process Improvement, Koç Group (Döktaş A.Ş.)</b>

### **EDUCATION**

**Middle East Technical University (METU) – Industrial Engineering (B.S.), 1997**

**Uludağ University – Economics (B.S.), 2004**

Istanbul Atatürk Science High School

Edirne Anatolian High School

### **TRAININGS**

<b>2019</b>	<b>CMC-CERTIFIED MANAGEMENT CONSULTANT @ICMCI-YDD</b>
<b>2019</b>	<b>MY-KOBİ DANIŞMANI @SAÜSEM-MYK</b>
<b>2019</b>	<b>BIRKMAN BASICS &amp; COACHING @BIRKMAN TURKEY</b>
<b>2018</b>	<b>GENERAL MANAGEMENT CONSULTING @YÖNETİM DANIŞMANLARI DERNEĞİ</b>
<b>2018</b>	<b>KOBİ DANIŞMANLIĞI @BAŞKENT UNIVERSITY</b>
<b>2014-2015</b>	<b>ACCREDITED COACH TRAINING PROGRAMME @ADLER SCHOOL</b>
<b>2007-2008</b>	<b>GENERAL MANAGEMENT PROGRAM @HELSINKI UNIVERSITY OF TECHNOLOGY</b>
<b>2005</b>	<b>SALES &amp; MARKETING @KOC UNIVERSITY</b>
<b>2005</b>	<b>DEPLOYMENT OF STRATEGIC OBJECTIVES, KOC HOLDING</b>
<b>2005</b>	<b>ISO 14001:2004, ENVIRONMENTAL MANAGEMENT SYSEMS</b>
<b>2002</b>	<b>ISO/TS 16949:2002 INTERNAL AUDITOR</b>

### **PERSONAL INFORMATION**

<b>Birth Date</b>	: 10.05.1975
<b>Birth Place</b>	: Konya
<b>Marital Status</b>	: Married, has one son

### **HOBBIES**

Classical Turkish Music, Blog Writing