



YAGIZ OZBIR

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PERSONAL INFORMATION

Sex: Male

Birtdate and Place: 19/06/1989 / Ayvalik-BALIKESIR

Nationality: TUR

Marital Status: Single

Military: Completed(2012)

Driver License: B (since 2007-active)

EDUCATION

Ayvalik Anatolian High School

2003-2007

(Turkish-Mathmatics)

(1 year English Preparatory Class & 3 years) (87/100)

T.C. Istanbul University

2007-2011

International Logistics and Transportation Faculty

Department of Transportation and Logistics

(4 years-Turkish) (2.83/4.00)

Languages

Level

English Advanced(KPDS Point 70 & 69)

German Beginner(A11 Goethe Institute)

Certificates

- UDY 3 Certificate of Professional Competence(Senior Executive of International Cargo Transportation)
- DGSA – Dangerous Goods Safety Advisor / 2015-2020
- The Facilitation Course; Certification in the delivery of all Branch Courses / Branch Trainer Level 1
- IS Level 1 (Information Technology and Services at Expeditors Level 1)
- Expeditors Supervisor Program Certificate / February 2017
- Microsoft Office (Advanced Level Certificate)
- Microsoft Virtual Academy Certificate of Completion ; Windows Server Administration Fundamentals / Networking Fundamentals / Security Fundamentals / Getting Started with Windows 10 for IT Professionals
- SOFT (SOFT programme IT Certification)

EXPERIENCE

Pinea Logistics

01.09.2020-Current

I started as co-founder of the company based in Izmir Turkey since September 2020. The scope of work is to provide logistics services to compaines and software for e-commerce and freight forwarder companies.

Pinea Logistics was established by experienced logistics experts whom have hailed from global freight forwarders with a combined experience of over 55 years.

The company name derives from pinus pinea which grows in hard conditions for long years and gives life to the environment.

The company collaborates with WCA member agents globally. With over 9,356 member offices in 194 countries around the world, WCA is the world's largest and most powerful network of independent freight forwarders. More www.pinealogistics.com

Expeditors International / Izmir Branch

23.01.2013-04.08.2020

Major responsibilities for Sales Manager (March 2018-August 2020)

- Create and maintain the vision and strategy for the District Sales Program
- Assess market trends and communicate them to the District and Regional leadership teams
- Maintain an effective Marketing approach aligned with our branding guidelines, to include consistent customer proposals and communication, as well as hosting regular customer events
- Work with district and regional Product and Geo leaders to facilitate development of any product initiative

- Actively engage in closing large opportunities with the Sales team
- Secure sufficient Sales personnel to effectively engage the district's customer base. Continually recruit and interview to find new potential candidates.
- Create and manage the Sales Department budget
- Facilitate weekly Sales meetings for Sales, Product, and Geo communication and collaboration
- Review and coach Sales team towards expectations
- Ensure that the team is prepared to successfully transition all new business
- Create and manage career development plans for Sales Operations and Sales Executives
- Conduct weekly one-on-one discussions, monthly pipeline review and quarterly performance reviews

Major responsibilities for Branch IS Manager (March 2014-March 2018)

- Basic Branch Technical Support such PC, LAN, EI Software and systems administration & troubleshooting, in addition to global, regional and branch projects implementation.
- On-call for after hours IS issues including DAYEND problems
- Monitors Systems Backup (Sun, Intel, ...)
- Assets Management such as Purchasing, Shipping, Tracking, Maintenance
- Responsible for compliance with Expeditors FAST procedures related to IS and Conduct regular branch IS Audits.
- Regular communication with Regional IS Manager and District Manager
- Offers suggestions and comments to Regional IS Manager/ISC for system improvements
- Assist District Manager with preparation of the department budget
- Prepares and executes the tactical business plan for the IS department
- Support branch disaster recovery efforts as they occur
- Deliver IS training courses within the branch

Major responsibilities for District Sales Admin (March 2014-August 2018)

- Organize sales events to drive existing and new customer engagement.
- Provide rates and pricing support by contacting with Service Providers.
- Using strong communication skills and deadline management
- Ensure updated marketing materials are accessible to Sales team and create customer-focused PowerPoint presentations from various marketing material.
- Manage company visitors and arrange meeting schedules with sales team.
- Deliver qualified sales leads to the team.
- Deliver and coordinate bid response information requested by the local Sales team or the Expeditors network.

Major responsibilities for Branch Trainer (March 2014-August 2020)

- Deliver branch trainer led courses for all employees based at the branch.
- Support departments to plan training in order to meet training requirements (in compliance with the Operational Process Standards and company policy).
- Plan and coordinate new hire induction programs with department management and the individual.
- Ensure that all new hire training is completed within the required time frame.

Major responsibilities for Branch Process Analyst (July 2014-September 2015)

- Assist department and branch management in developing and implementing new customer and internal processes that positively impact operations and productivity.
- Analyze existing data and processes to identify opportunities for cost reduction and improved efficiencies.
- Work with Corporate and Regional Global Business Process teams to facilitate company wide improvement initiatives as they relate to the branch.
- Monitor data and processes for continual process improvement.
- Measure and validate internal and customer key performance indicators.
- Facilitate identification and timely action of Customer Complaints as a means to improve customer satisfaction and loyalty.
- Communicate Expeditors' Quality Management System throughout the branch.

REFERENCE

District Sales Admin and Sales; Kerem Ural, Expeditors Rotterdam – (+31180555021)
Related with IT issues; Mehmet Ozcan, Expeditors Canada Inc. YYZ – (905-290-3864)