

CURRICULUM VITAE



1. Family name: BEŞTAV (Mr.)
2. First names: Hamdi Macit
3. Date of birth: 26.03.1983
4. Nationality: *Turkish*
5. Civil Status: Married
6. Education:

Institution (Date from-Date to)	Degree(s) or Diploma(s) obtained
Donetsk National University (Education In Russian) - Economic and Managerial Sciences Faculty,Marketing 2007-2009	Master's Degree
Istanbul Bilgi University Economic and Managerial Sciences Faculty, Business Administration (Education in English) 2001-2007	Bachelor's Degree
Meram Anadolu Lisesi Physical Sciences- Konya (High School) 1999-2001	High School

7. Language Skills: Indicate competence on a scale of 1 to 5 (1-excellent; 5-basic)

Language	Reading	Speaking	Writing
English	1	1	1
Russian	1	1	1

8. Membership of professional bodies: Beştaş International Trade Consultancy Co. Ltd. (Owner)

9. Other Skills : Experienced International Sales Professional, Fully computer literate, International Trade Intelligence Expert

10. Present Position: Owner; Beştaş International Trade Consultancy Co. Ltd.

11. Years with the firm: 2 years

12. **Key Qualifications:**

* Experience in international sales area for 7 years related with extrusion products. Starting business relationships with new customers, developing new sales projects and determining the right tailor made product for the customer, customer relationship management, preparing sales forecasts and marketing strategies for Eastern European Countries and Russian Federation, Organizing attendance of the firms to fairs and taking active participation in related affairs.

* Experience in organizing and managing training modules for SMEs, on export marketing,

* International trade intelligence expert, competitive intelligence professional, international market research provider.

13. Specific Experience in the region:

Country	Date from-Date to
Ukraine- Foreign trade Coordinator Company Mega Design Co. Ltd.	2008-2009

Attends to various Consultancy Programs with YAMAN KOÇ since 2015 Occasionally.

14. Professional Experience:

Date from- Date to	Location	Company	Position	Description
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2017- Present	Konya	Bestav International Trade Consultancy Co. Ltd.	Owner	Re-organized the family company Bestav International Trade Co. Ltd. Formed in 1974, providing International Trade services for SMEs in diverse fields such as; International Trade Intelligence Systems implementation, International Trade Intelligence Training, International Sales Consulting.
31.07-02.08 2019	Mugla	Antalya Sanayi ve Ticaret Odası, Antalya Teknokent, Muğla Sanayi ve Ticaret Odası, Antalya KOSGEB	Trainer	3 Days of International Trade Intelligence Training specially designed for ATSO,MUTSO, Antalya Teknokent and Antalya KOSGEB Consortium programme COSME together with 6 output reports prepared by attenders.
28.03.2019-29.03.2019	Eskişehir	Eskişehir Sanayi Odası	Trainer	Conducted a two day training for the URGE code 18.URGE.026 for international trade intelligence systems and prepared an interactive workshop for the attending companies in the Cluster.

14.03.2019	Bursa	BTSO (Bursa Ticaret ve Sanayi Odası)	Speaker	informed the members of the Bursa Chamber of commerce and Industry for the general concept of International Trade Intelligence and the Art of International Trade.
11.03.2019-12.03.2019	İstanbul	İMMİB- Steel (CİB)	Trainer	2 Days of training for the members of ÇİB (Turkish Steel Exporters) including general concepts of international trade intelligence systems and operations.
07.02.2019	Afyon	Afyon Ticaret Borsası	Trainer	1 Day of training for URGE Project organized by the Stock Market was informed for general concepts of international Trade intelligence

29.11.2018-30.11.2018	Afyon	Afyonkarahisar ticaret ve Sanayi Odası	Trainer	2 Days of International Trade Intelligence Training specially designed for Marble Producers "URGE" Programme
31.07.2018-01.08.2018	Muğla	Antalya Sanayi ve Ticaret Odası, Antalya Teknokent, Muğla Sanayi ve Ticaret Odası, Antalya KOSGEB	Trainer	2 Days of International Trade Intelligence Training specially designed for ATSO,MUTSO, Antalya Teknokent and Antalya KOSGEB Consortium programme COSME.
17.08.2017-23.09.2017	Samsun	BİGEM	Non key expert	Customization and establishment of Export Trade intelligence system in respect with regional circumstances and targets in BİGEM.
08.08.2017-09.08.2017	İstanbul	İMMİB- TET (Elektrik Elektronik Hizmet İhracatçıları Birliği)	Trainer	Provided Training For TET Members for their upcoming visit to Russian Federation In order to inform and improve their client finding techniques in Russian Market for two days in August 2017.

01.2017-06.2017	Şanlıurfa	ŞUTSO (Şanlıurfa Ticaret ve Sanayi Odası)	Consultant	Participated in Programme Prepared by Yaman KOÇ as a consultant for establishment of Trade Intelligence Systems in 17 Firms in Şanlıurfa.
2010-2017	Gebze- Kocaeli	CNT-Conta Flexible Products	Export Sales Specialist	Market research in extrusion related product field, starting business relationships with new customers, developing new sales projects and determining the right tailor made product for the customer, visiting customers, executing fluent communication between all departments of the firm and customers, preparing sales forecasts and marketing strategies.Organizing fair attendance of the firm in Russian Federation and taking active participation in related affairs.
2008-2009	Ukraine- Dneprepetrovsk	☒Mega-Design Co. Ltd.	Foreign Trade Coordinator	Maintaining fluent communication with customers, partners and supervisors in construction works of steel structures, accesories for energy and telecommunication industries. Taking active participation in re-structuring process of company to meet the needs of ISO-9001. Preparing international business contracts and managing post-trade follow-up on delivery, quality specification, regulatory issues, reorders and changes in orders. Organizing and executing field-work including all customs services as well as customs clearence. Conducting interviews to hire new staff and providing employee orientation.

2006 (3 Months)	İstanbul	ÇANAKKALE EXPORT DİŞ Ticaret A.Ş (ÇANAKKALE SERAMİK)	Intern	Marketing, Germany Export Division, Internship. preparing reports and documentation on the relevant systems of the company. Organizing sample product inventories for exports. Taking part in communication with clients from Germany and other European companies
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