

Ayşe KÖSE GOLOĞLU

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Profile

Throughout my career, I had the opportunity to improve myself and specialize by taking on strategic positions in the companies I worked for. These skills have enabled me to identify opportunities, close positive deals, and use resources efficiently, achieving significant cost savings while maintaining the highest quality standards. I have successfully managed complex supply chains and developed strong relationships on both local and international platforms.

Skills & Abilities

In my last position, I led the Foreign Trade, Sustainability, Logistics, Purchasing, Production and Quality units. I developed and implemented strategic sourcing strategies that increased profitability and streamlined operations. In addition, I identified new trends and local and international regulations that directly affected the industry I work in and created road maps to determine the organization strategy accordingly. Good communication, being solution-oriented, and business follow-up, are among my strongest skills, I have successfully carried out business processes by achieving the set goals. Throughout my work, I have always been open to learning new information and improving and updating myself.

Professional Experience

Deputy General Manager Administrative Affairs Supervisor

Yavuz Gıda San ve Tic. A.Ş./ Giresun

2006 – continues

Category: Production and Export of Hazelnuts and Hazelnut Products

Being responsible for the Export, Foreign Trade/Logistics, Purchasing, Accounting, Finance, Human Resources, Sustainability, managing after-sales teams and monitoring them.

Sales, Export, Foreign Trade/Logistics, Purchasing, After - Sale:

- Conducting sector-specific market research with the help of follow-up reports

- Determination of potential markets and customers according to product portfolio. Organizing and participating in international fairs.

- Developing short- and long-term sales strategies and plans. Determining monthly and annual sales targets in line with these strategies.
- Establishing a CRM system to capture customer insights and use them for evaluation purposes.
- To fulfil the company's customs clearance requirements in accordance with the export regulation and the legislation of the ministries of agriculture and commerce and to realize the export.
- To organize all transportation by air / land / sea by establishing reliable and solid collaborations with logistics solution partners.
- To cooperate with suppliers, especially in purchasing services and packaging materials and developing suitable packaging materials.
- Transferring instant information to customers by running pre-sales and post-sales systems using up-to-date ERP (Netsis, SAP) systems and managing all processes from ordering sales to loading.

Accounting Finance, Human Resources:

To follow up export procedures, e-invoice, e-ledger, e-producer transactions, current account follow-up and payment follow-up in accounting and finance units. Running human resources procedures such as recruitment, dismissal, personnel tracking in accordance with Turkish labour law, personnel training, etc.

Sustainability:

- Establishment and certification of social management system and environmental management systems within the scope of the sustainability program (Rainforest Alliance, SEDEX, FLA, BSCI, ISO 14000 etc.)
- To prepare the company infrastructure within the scope of today's supply chain due diligence laws and to operate the system by training the teams accordingly.
- Carrying out supply chain assessments and implementing traceability procedures.
- To prepare the infrastructure for the operation of the environmental laws that have started to be implemented and to integrate them into the system.
- Fully implementing sustainability programs and developing social and environmental programs and finding funds for them. Reporting programs to customers
- Adapt the social compliances especially human rights law and regulation within our sustainability projects. Making sure that the upper management accepts and finance these projects.

Production Planning and Logistics Manager

Bulancak Fındık Sanayi A.Ş.

2001 – 2006

Category: Production and Export of Hazelnuts and Hazelnut Products

Being responsible for the production planning of incoming orders and logistics operations in accordance with export procedures.

- Order management, production planning of the products sold and transferring information to production units.
- Determining the raw materials to be used and informing the purchasing units.

- Providing after-sales customer information.
- Warehouse coordination and stock tracking.
- Identification of air/land/sea logistics solution partners for export transactions and preparation of export transactions in accordance with customs legislation and planning of loading organizations.
- Presenting production and capacity reports to senior management
- Determination and implementation of production KPIs

Education

Bachelor's degree in labour economics and industrial relations

Anadolu University, Eskisehir, Turkey

2002-2006

Bachelor's degree in translation and interpretation (German)

Mersin University, Mersin, Turkey

1997-2001

High School

Pestalozzi Volksschule , Aschaffenburg ,Germany

1990-1997

Personal Data

Nationality: Turkish

Date of Birth: 17/06/1980