

# Cengiz Yardibi

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## Professional Summary

Qualified top level executive with experience in overseeing the daily activities of medium sized and large corporations alike. Excellent communicator who makes every person feel as if he or she is the only one in the room. Educated in business administration and engineering, including international business.

Have an excellent command of proper English & Italian.

Strong ability to solve complex company problems using excellent judgment and decision-making skills.

Believe in receiving ongoing education and running a customer service-oriented company and have more than 20 years of experience in relevant positions.

Experience and know-how identifying and implementing technologies and enterprise systems facilitating business processes and strategic objectives. Possessing an in-depth background in Business Analysis,

Programming, Project Management, Documentation and Training.

Academic/Practical Industrial Production Management experiences with strong leadership skills and the ability to multitask in a complex industrial environment. Comfortable with total plant oversight and the design and implementation of strategies to increase productivity and meet corporate manufacturing and production goals. Strong communicator that is able to effectively communicate with departmental managers to obtain goals.

## Skills

- Excellent personnel and human resources skills, including knowledge of procedures for providing superior customer service and a productive and comfortable work environment for employees.
- Qualified communicator with proficiency in written and oral communication skills, including the ability to engage an audience and convey information in a public speaking forum.
- Social perception skills that allow for understanding others' non-verbal reactions and adjusting communication accordingly.
- Highly proficient negotiation and persuasion skills make it easy to come to agreements and persuade people, organizations, and vendors to meet the company in the middle.
- Ability to identify complex problems and use critical thinking skills to implement plans for overcoming those problems for the company's benefit.
- Multilingual skills and multi-cultural familiarity.

## Experience

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### **Asst.Prof. ... 2017**

Taught several courses at several universities: Strategic Management, Operation Management, Business Administration, Business Mathematics, Statistics, Research Methods.

### **General Manager ... June 2010 to 2012; LAZZONI**

- Worked directly with appointed department heads and managers to delegate responsibilities and ensure that all aspects of the company are running efficiently.
- Negotiated and approved contracts with vendors and suppliers, federal and state agencies, and other relevant organizations in order for business to operate efficiently on a daily basis.
- Oversee the conduction of market research studies to determine what customers want from the company, and then create and implement plans to provide services and products,
- Established partnership with Italian companies.
- Implemented ERP/MRP software efficiently.

### **COO ... March 2005 to 2007; YATAŞ**

- Created and implemented policies and objectives to ensure continuing operation with increased productivity and maximized return on investments.
- Discussed issues, resolved problems, and coordinated business activities with board members, staff members, and other company officials.
- Oversaw programs to select new business sites, purchase the appropriate materials, and hire the appropriate contractors to build new locations for expansion.
- Developed new methods of tracking expenses, controlling the company budget, and finding new ways to save money while still delivering excellent service.
- Implemented Oracle ERP/MRP.

### **Foreign Trade Coordinator ... 2002 to 2004; TEPE Mobilya**

- Established Foreign Trade Branches.
- Participated International Furniture Fairs all over the world.
- Established International Sales Channels.
- Represented the organization along international events and meetings to ensure the public knew the organization was involved in the community and putting their best interests first.

### **General Coordinator-General Manager: ...1999 to 2001; KabloNet & Interactive Telecom**

- Recruited, interviewed, and hired contractors and employees to work on IT projects.
- Developed annual budgets for new and ongoing IT projects and ensured operation within parameters.
- Assessed needs of current and potential customers by conducting surveys, directly communicating, and assessing the data received.
- Provided uninterrupted CATV, data, Internet VoIP and interactive services over cable, which has 250.000 home passes and 100.000 subscribers of Interactive Telecom and 1 million of homepasses and 450.000 subscribers of KabloNet.
- Implemented ERP/MRP Program for the company's own operation.

### **Regional Manager... 1995 to 1997; AXA-OYAK Insurance**

- Managed 3 Million USD policy sales in 1995, 4 Millions USD in 1996.
- Worked together with 70 agencies, 20 experts, 20 service stations

### **Infrastructure Project Manager...1991-1994;NATO Logistics Div., Infrastructure Department- Italy**

- He was responsible for inspection IT, Electronics & Communication, Infrastructure facilities
- Planning, programming, implementation for NATO Southern Region, Greece, Italy & Turkey

### **Turkish Naval Forces... 1978-1991**

- Occupation or positions held...Test Engineer – Shipyard- On board duties.

## Education

**PhD, Business Administration,**  
2016, THK University, Ankara-TURKEY

**Master of Business Administration, MBA**  
1993, University of La Verne, Naples, Italy

**Bachelor & Master Degrees of Electrical/Electronics Engineering, BSEE & MSEE**  
1983, Naval PostGraduate School, Monterey, CA

**MA, International Affairs**  
1987, MSB university, Istanbul

## Personal Skills

Mother Tongue

**Turkish**

Proficient User

**English;** *degrees from US universities, MSEE&MBA, Lived 4 years in USA, NATO 3 years*

Proficient User

**Italian;** *lived 3 years in Italy, worked several Italian companies*

Very Good

**German;** *Goethe Ins.-Istanbul, JV German Companies*

Familiar with

**French;** *High-School 3 years French, JV French company*

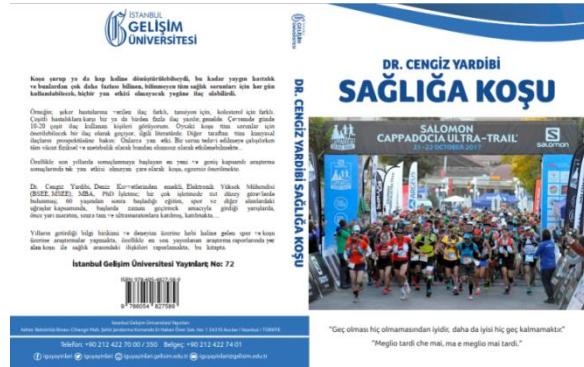
Familiar with

**Spanish ;** *Self-study, worked with Spanish companies*

Familiar with

**Arabic;** *Self Study 6 years*

## Hobbies and Interests



**Running, Distance Runner: Ultra-Marathoner, Marathoner.**

Published a book from Istanbul Gelişim University.

Participated races in turkey and abroad, USA.

Allow me to gain strength, endurance, clear mind and healthy body, make planning, and plenty of free time to think.

I enjoy furthering my education by taking courses that interest me, like genetics, as well as allow me to gain more knowledge and skills.

In my spare time, I play the violin & oud,

Further info on my website: [www.cengizyardibi.com](http://www.cengizyardibi.com)