

ATTILA O. YILDIZ

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OPERATIONS DIRECTOR - BUSINESS DEVELOPMENT EXPERT- PROCUREMENT EXECUTIVE

Upper level manager with successful achievements in strategic marketing and implementations, operations management, new business development and procurement. Industries: textile, licensing business, restaurant and tourism and hospitality. Highly qualified business leader with demonstrated abilities functioning in a fast-paced highly competitive environment. Expert managing international, cross-functional, cross cultural teams and building strategic partnerships, global distribution networks and brand relationships. Excellent negotiation and vendor/contract management skills.

KEY STRENGTHS

Strategic Planning
Profitability/Forecasting
Start ups/Turnarounds
Quality Assurance
Materials Management

Business Development
Strategic Alliances/Partnerships
Manufacturing Operations
Supply Chain Management
Import/Export Operations

Channel Distribution
Licensing Business
Production Planning
Inventory Planning
Logistics

PROFESSIONAL BUSINESS EXPERIENCE

ATRA GROUP, Istanbul - Turkey (Turnover: \$35 million)

May 2002 – August 2005

TRADEX / TR SOURCING, Istanbul - Turkey (Division of Atra Group)

June 2003 – August 2005

Director of Operations

Tradex / TR Sourcing is one of Atra Groups' company specialized in licensing agreements and textile sourcing. The company is forwarding Turkey's sources to the World markets.

- Negotiated, developed and delivered New Licensing concepts and Manufacturing Agreement (\$6.5 M of revenue)
- Directed the overall operations with these new business partners
- Researched new potential business opportunities for the group and executed licenses
- Managed a team of 15 people at the Istanbul office and 50 outside sales personnel all over Europe and Middle East
- Managed the budget of the operations; marketing, sales and distribution activities and production facilities
- Handled the Products from the Creation until they reach the End Users
- Reported directly to the President

Major Licenses:

Dockers: Licensing agreement for Dockers Men's Leather Jackets with Levi's for Europe and Middle East (\$1.5 million)

Le Coq Sportif: Licensing agreement for Le Coq Sportif Mobile Accessories for Europe and Middle East (\$1.5 million)

Major Manufacturing Agreements:

Salamandre: Production agreement for new cellular accessories product line (\$500,000)

Karl Lagerfeld: Production agreement for Lagerfeld Leather Wear (\$500,000)

Zegna: Agreement for Zegna leather accessories, shoes, leather jackets and trousers (worldwide distribution) (\$2 million)

TREXTA TR, Istanbul – Turkey (Division of Atra Group)

September 2002 - June 2003

Director – Business Development

Trexta is a licensed original accessories manufacturer for Nokia worldwide and is the world's leading carrying concepts producer for the wireless industry. Trexta is an ISO 9001 certified company.

- Researched new business activities for Trexta
- Took over the responsibility of coordinating all aspects of the non-Nokia businesses

Major Accounts: *Le Coq Sportif, Salamandre, Chevignon, Dockers*

Contributed to Trexta TR's organization as a Procurement Consultant (Total Budget: \$5 M)

TREXTA Inc., San Diego, CA, USA (Division of Atra Group)

May 2002 - August 2002

Project Manager

Responsible for all Retailer and Distributor accounts in the United States

Realized together with the Vice President a new line of products to be presented in the USA

- Visited all the major accounts in the US to present this new line of products. These accounts include: Nokia Headquarters, Leap/Cricket, Colorworks Inc., MTU/AleEv, Northcoast PSC, Tessco Inc., Andrew, National Prepaid, Superior Communications, USA Wireless

LA Architecture and Decoration, Istanbul - Turkey

November 2001 - May 2002

Operations Manager

LA Architecture is a famous interior and exterior design and construction company in Istanbul, Turkey.

- Operated and Managed all the construction and decoration activities
- Purchased and budgeted all the materials; Contracted and Negotiated with the customers

Major Projects:

Borusan – Range Rover project: Sales area decoration. Budget: \$200,000

Zekeriyakoy project: Total remodeling of a luxury house. Budget \$350,000

Maslak project: Total remodeling of an apartment. Budget: \$150,000

Istanbul Oto Tofas project: Total remodeling of the servicing and spare parts area (4000 m2). Budget: \$750,000

CLUB MED, Istanbul Main Office- Turkey

October 1995 - November 2001

Purchasing Director

- Purchased and contracted all the food and beverage products, & every operational equipment (in Turkey & in France)
- Managed Custom formalities (importation and exportation), Logistics Operation (World to Istanbul and Istanbul to the all holiday villages), Stocks and Inventories
- Signed yearly maintenance contracts
- Yearly Budget Responsibility: \$6 million

PEPSICO Restaurants International, Istanbul - Turkey

February 1995 - October 1995

Restaurants General Manager (Multi Units)

- Managed over 50 employees, all the purchasing and inventories, and cost control

CLUB MED Palmiye Holiday Village - Antalya - Turkey

Summer 1993

Specialty Restaurants Manager and Public Relations Manager

- Managed two specialty restaurants with 20 personnel and the holiday village's all Public Relations activities

CLUB MED Holiday Villages, Turkey

Summer 1992, 1991, 1990, and 1989

Gentile Organizer (G.O)

- Worked in a variety of activities of the holiday villages

HILTON International, Ankara-Turkey

Winter 1991

The Industrial Training Project

- Took part in all aspects of the Food and Beverage organization

EDUCATION

Bachelor of Arts – Tourism and Hotel Management – Bilkent University, Ankara

1992

High School Degree – A.N. McCallum High School-Austin, Texas-USA

1987

PERSONAL INFORMATION

- Proficiency in Windows, MS Project, MS Office, MS PowerPoint, Oracle Purchasing and Finance Applications
- Have legal right to work and live at the United States (permanent resident)
- Languages: French (fluent), English (fluent), Turkish (native)