

RIFAT TOLEDO

INDUSTRIAL ENGINEER

ABOUT ME

I'm a solution-oriented extravert, currently working as a sales leader with 9 years of volunteering experience in various areas. I trust in my leadership and public speaking skills to think quickly and persuade people. As I'm a fast learner I manage to adapt quickly to new environments and I can easily communicate with people of different ages and backgrounds. My Industrial Engineering education complements my multidisciplinary background and provides me the necessary tools of resource and time management which are crucial elements of sales.

Currently I'm working on creating a new sales department for a SaaS start-up from scratch and working with multiple sales teams in order to optimize the communication between the teams.

I'm constantly multitasking between organizing sales educations for the team, migrating data from current CRM to the new one, creating reports in the meantime and setting the sales KPI's in order to track my teams progress.

PERSONAL INFORMATION

Birth Date: 15/08/1996
Drivers License: Class B
Nationality: Turkish & Spanish
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Adress: Kaptan Arif Sk. Kazım Erdem Apt. 50/27 Suadiye, İstanbul, Türkiye.

ACADEMIC BACKGROUND

İSTANBUL BİLGİ UNIVERSITY
Bachelor of Industrial Engineering | 2015 - 2020

-Scholarship: 60%
-Language: English
-Senior Design Project: "New Solution Methods For Scheduling Of An Agile Manufacturing System"

SAINT BENOIT FRENCH HIGH SCHOOL
Bacalaureat +3 | 2010 - 2015

-Languages: French & English
-Study: Mathematics & Sciences

HOBBIES

-Hosted multiple radio shows since 2015.
-Song & lyrics writing
-Storytelling & composing
-Guitarist and songwriter of alt-rock band "Dünkü Çocuklar"
-Making & airing playlists

CAREER SUMMARY

SHOPSIDE SOFTWARE TECHNOLOGIES
(MİKROGRUP, TÜRKVEN) | FEBRUARY 2022 - PRESENT

Sales Team Lead

-I am currently creating a new sales department. My duties include team management and education, reporting, creating brand new sales funnel architecture while leading the CRM migration process from Pipedrive to Salesforce.

PARAŞÜT SOFTWARE TECHNOLOGIES
(MİKROGRUP, TÜRKVEN) | OCTOBER 2020 - FEBRUARY 2022

Inside Sales Representative

-Aside from actual sales, I have used Salesforce and participated in the creation of new sales reports and dashboards in order to improve the efficiency of my team.

SABANCI HOLDING | SUMMER 2019

Intern (Management)

-Corporate Communications Department.

HONDA TURKEY | SUMMER 2017

Intern (Production)

-MS (Material Services) Department.

VOLUNTEERING EXPERIENCE

RADYOVESAİRE (İSTANBUL BİLGİ UNIVERSITY
CAMPUS RADIO) | (2016 - 2020)

Board Member | 2016 - 2020

-President (2018 - 2019)
-Vice President (2017 - 2018)
-Flow Executive (2016 - 2018)
-Music Director (2016 - 2018)

GÖZTEPE CULTURAL ASSOCIATION | (2011 - 2018)
Instructor & Event Planner | 2012 - 2017

-Executive Board Member (2014 - 2018)
-Specialised in "Non Formal Education" & seminar organisation
-Attended to multiple seminars in Greece, Netherlands, Hungary, etc.

SKILLS & KNOWLEDGE

SOCIAL SKILLS

-Public Speaking
-Team Leading
-Project Management
-Event Planning
-Presentation & education in various languages

COMPUTER SKILLS

-MS Office (Word, Excel, PowerPoint, Project etc.)
-Salesforce (Reports, Dashboards)
-Pipedrive
-Power Query
-Reporting interfaces of various tools
-Python 3, Salesforce Apex, Power Query M, VBA, SQL
(Just enough to have an understanding.)

ACADEMIC SKILLS

-Academic Research
-Essay Writing (A.P.A. 6th edition)
-Mathematical Modeling

LANGUAGES

-Turkish: Native
-English: Full Working Proficiency
-French: Intermediate

REFERENCES

References are available upon request.