

Turhan Aşveren



Istanbul Turkey

asveren@yahoo.com Skype ID: ASVEREN

Mobile phone: +90 539 6286667

Objectives/Career:

Successful FMCG, Retail Operations, Procurement & Supply Chain & Mall / Leasing Management and Hospitality Management with multinational extensive experience senior level. Hospitality Management 10 years & FMCG/Retail Management 22 years.

Worked extensively in Turkey, Germany, Romania, Kazakhstan, Russia (CIS), Oman, UAE, Kuwait, Africa Sudan, Kenya and Saudi Arabia for over 32 years, growing businesses and building successful operational teams, project & change management with full P&L responsibility.

Personal Background and Attributes:

DOB: June 30th 1965, Zurich Switzerland. / Turkish citizen.
Married (2) two daughters.

GRADUATE: Istanbul Tourism and Hotel Management High School 1984
Turkey Bursa university Hospitality Management Bachelor degree 1988

Languages: Turkish-mother tongue, English-fluent, German- fluent, Russian good,
Arabic- basic.

COMPUTER: High proficient with MS Office Professional (Power Point, Excel, Word);, POS,
AutoCAD, MS Visio and MS Project Oracle Retail & SAP retail solution.

Driving license **UAE, KSA, Kuwait, Sudan and Turkey**

Specialties:

People & Leadership, International Operational Standards Implementation, Hotel opening Project Management, Hospitality Operating and Managing. Food & Beverage Operations Restaurant outlets and Kitchens / Bakery Managing.

FMCG/Retail Operations, Purchasing Category Management Project Development / Change Management, Range & Space Management/Planning, Supply Chain. Distribution Center, Logistic. Start Ups, New Shopping Mall & Retail Stores, Intercultural Competence. Business Processes, Digital Advertising. Public Relations. Improving Underperforming Stores and Business Units. Land acquisition Store Layouts & fit out.

I possess entrepreneurial skills and am able to identify sales/profit opportunities that others often miss.

Work History:

BG Retail Consultant
Self-Employed
Istanbul / TURKEY

Aug 2016 - to be present.

Europe, East Europe, Middle East, Central Asia and Africa New Start up or Existing business development.
Retail, Supply Chain and Mall Management consulting services.

- **SCC City Center Sarajevo Bosnia and Herzegovina. / Shopping Mall Consulting Service.**
- **Dragon Shopping Mall Oman Salalah / Shopping Mall Consulting Service**
- **Siaya Motel / Apartments Kenya – Siaya / Hospitality Consulting Service.**

Universal Cold Store KSA Jeddah
Prime Supermarket
Regional Operation Manager South & West Regions

Oct 2015 – May 2016

- Develop strategic, commercial, marketing, operational budgets and strategy.
- To achieve the business performance objectives of the store in terms of revenue, profit and growth.
- Oversee the sales, marketing and merchandising functions and to take a leading active role in business.
- Project Development / Change Management, Range & Space Management/Planning, Supply Chain. Distribution Center, Logistic. Category Management, Start Ups, New stores opening from scratch.
- Reporting to MD / Owner.
- Number of people under my supervision more than 360; operation (annual) \$ 11.000.000.- 27 Supermarket.
- Assist the Internal Audit Manager in performing technical and operational compliance and process improvement reviews
- Detailed analysis, monitoring and remedying of stores trading performance.
- The achievement of outstandingly high standards of store layout and visual excitement.
- Contribute actively to the financial forecasting, planning and budgeting process, ensuring that critical trading issues are evaluated, anticipated, discussed and achieved.

TILYA RESORT HOTEL WWW.TILYAHOTEL.COM/
TRABZON TURKEY

HOTEL DIRECTOR 8 months opening progress handover to GM **Mar 2015 - Oct 2015**

IFA Food Kuwait Al Bahar.
OnCost Cash & Carry
Retail Operation Manager

May 2012 - Feb 2014

My responsibilities as a Retail Operation Manager are as follows:
Operational Standards Implementation Store Manager & Category Manager Development.

Provides proper training and development for Store Managers and Category Managers.
Provide individualized coaching to Managers to maintain and enhance performance. Ensure Managers are providing Associates with current and complete training for Stock Management (Stock turnover). Works with Human Resources on the development and promotion of management trainees to meet current, future region and Division need. Land Acquisitions Store Layouts & Fit out.
Number of people under my supervision more than 126; operation (annual) \$ 25.000.000.- 1 Branches;

My responsibilities as a Retail Operation Manager are as follows:

- Project Development / Change Management, Range & Space Management/Planning, Supply Chain. Distribution Center, Logistic. Category Management, Start Ups, New stores opening from scratch.
- Reporting to Heat Retail Operation Director.
- Number of people under my supervision more than 3600; operation (annual) \$ 432.000.000.- 4 Branches; 3 Hypermarket and 1 Department Store.
- Aggressively drive substantial year-on-year sales and profit growth.
- Train, motivate and develop a team of young Store Managers and Category Managers.
- The effective leadership, motivation and ongoing development of the store management team to deliver outstanding results.
- Detailed analysis, monitoring and remedying of stores trading performance.
- The achievement of outstandingly high standards of store layout and visual excitement.

Knauf CIS

Building material. Almaty Kazakhstan CIS

2008 - 2009

Regional Marketing & Sales Director (Kazakhstan, Kyrgyzstan, Turkmenistan, Uzbekistan, Tajikistan)

Aport Mall <http://aport.kz/>

2005 - 2008

Shopping Mall. Almaty Kazakhstan

Chief Operation Officer (COO) Retail Project – Business Development - Mall Management.

Magnum <http://magnum.kz/>

2002 - 2005

Magnum Cash& Carry / Almaty Kazakhstan

General Director Retail Project - Business Development

EGS ROMANIA SRL

1997 - 1999

Bucharest, Romania Department store

General Director Retail project - Development /

Metro Cash & Carry

1994 - 1997

**Istanbul Turkey & Bucharest Romania
Store Manager**

Referees:

Vedat Özeren Address İzmir Turkey

Company: Mavi Bahce Shopping Mall

Position : General Manager

E-mail :

Mobile : +90 533 958 6449

Dilip Advani Address 502A, Aon CHINA Building 29 Queen's Road Central, Hong Kong (SAR), CHINA

Company: Tressen International LTD.

Position : General Manager

E-mail : dilip@tressen.com

Phone work: +(852)28660065

Fax : +(852)28680570

Mobile : +(852)96624447

Suniel Raina Address: Abu Dhabi UAE

Company: Emke Group Lulu Hypermarket

Position : Operation Manager Food Service

E-mail : sunilashokraina@gmail.com

Mobile: +971 50 668 1517