Okhan BABUCÇU

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Profile

I was born on March 13, 1987, in BANDIRMA. I completed my university education in the Department of Information Technologies and Programming at Çanakkale On Sekiz Mart University in 2007. During my university education, I worked as a 'Computer Engineer' within the university.

After completing my education, I started working as a Microsoft Office Systems Consultant at Bilge Adam Information Technology Group in Ankara. I provided training and consultancy services to more than 250 companies, institutions, and organizations. In 2013, I continued my role as a Corporate Customer Manager within Bilge Adam Information Technology Group. Between 2013 and 2014, I also took on responsibilities in education, quality, customer relations, and administrative tasks, in addition to being the Deputy Branch Manager of Bilge Adam Information Technology Group's Ankara Kızılay branch.

In 2015, I worked as a Microsoft Solutions Manager at a business partner with Microsoft's Enterprise Agreement. I undertook the planning, sales, and technical support services for the implementation and dissemination of Microsoft licenses in public institutions and the private sector.

In 2018, I worked as a Regional Sales and Business Development Manager at Vector Barcode, a company specializing in applications, technical support, and hardware sales in IoT, NFC, and barcode systems. During this period, I had the opportunity to work on various projects in different sectors.

From February 2020 to September 2021, I served as the Microsoft Solutions Manager at Este Bilisim. In 2022, I worked as the Business Development Manager for Cloud Solutions at Ingram Micro, and currently, I am working as the Microsoft Solutions Manager at CloudCan Company

Technical Information

Microsoft	Application Development	Akademi
• Microsoft Office Systems • Microsoft VBA • Microsoft C# • Microsoft Excel Data Mining • Microsoft Windows Server Family • Microsoft Exchange • Microsoft System Center Product Family • Microsoft Office 365 • Microsoft EMS Product Family • Microsoft Viva • Microsoft Azure Cognitive Services • Microsoft Azure Infrastructure Architecture • Microsoft Azure AD	• Visiual Basic .Net • Microsoft Visiual Studio • MS SQL Server • Microsoft Share Point • Microsoft Power Apps • Ardunio • Solidity • Python • JSON • Java	• ASP.NET • Linux Kali • Windows Operating Systems • Raspberry Pi • Delphi • Pascal • Crypto Trade • Microsoft Windows Server • Ubuntu

Work Experience & Performance Information

Microsoft Solution Manager **CloudCan** 04.11.2022- to day

I am currently in the position of Microsoft Solutions Manager at CloudCan company. In this role, I am responsible for providing pre-sales and post-sales support for Microsoft Office 365 and Azure services to customers. Additionally, I manage consulting tasks related to the Microsoft Viva product suite, Microsoft License Inventory Consultancy processes, and pre-sales consultancy processes for Microsoft Security & Compliance and Microsoft Modern Workplace. My responsibilities encompass multiple areas.

- Conducting product presentations to the sales team on technical matters.
- Ensuring coordination between the technical team and customers.
- Managing the delivery and distribution of services to make Microsoft incentives available to companies.
- Conducting pre-sales customer meetings for Microsoft Viva, Microsoft Office 365, and Azure.
- Facilitating coordination with Microsoft for products and services.
- Obtaining technical reports for Microsoft License Inventory, visualizing them using PowerBI, and presenting them.
- Establishing collaboration between Vodafone and CloudCan.
- Performing preliminary analysis work regarding project scopes and sharing it with the technical team.

Cloud Business Development & Solutions Manger **Ingram Micro** **2022**

Ingram Micro is a global technology and supply chain solutions company. The company provides valuable partnerships to consumers, businesses, and solution providers by offering information technology products and services. Ingram

Micro is a leading name in the industry with innovative solutions, a wide range of products, and an effective distribution network. My role here was to develop business and expand the reseller network specifically for Cloud Products.

Microsoft Solution Manager **ESTE Bilisim** **2021**

Este Bilisim is one of the six authorized firms empowered to make major agreements on behalf of Microsoft. It is the second largest company in terms of scale, and the majority of our clients are among the top 500 companies. I serve as the Microsoft Solutions Manager at Este Bilisim, where my responsibility is to position, implement, and adopt products within the Microsoft product suite, such as Office 365 and Azure, tailored to meet the needs of our clients.

I performed the following activities within the scope of my duties.

- *Conducting customer needs analysis, preparing scope documents, and ensuring communication and coordination with Microsoft Global.*
- *Identifying license requirements and selecting the appropriate products.*
- *Coordinating the technical team and monitoring project steps in accordance with project management standards.*
- *Successfully completing projects and generating project closure reports.*
- *Facilitating technical communication between manufacturers and customers.*
- *Providing technical competencies and training for customers regarding products.*
- *Delivering product presentations to the sales team on technical topics.*
- *Establishing the budget and goals for the technical team.*
- *Reporting directly to the CEO.*

Regional Sales Lead **Vector Barkod.** **2019**

Vector Barkod is a barcode and IoT company that operates primarily in sectors such as manufacturing, fast-moving consumer goods, and automotive. The company has a comprehensive application that fulfills tasks such as inventory and warehouse management. It collaborates with global brands in order management and stock management. My role at Vector Barkod was focused on creating and completing Industry 4.0 compatible projects in various sectors located in Ankara and surrounding cities.

- *Digitization and Industrial 4.0 compliant project planning*
- *Logistics Management System*
- *Warehouse Management System*
- *Production Management System*
- *Asset Management System*
- *Mobile Applications*
- *Order Management System and Mobile Application projects in Logistics and Transportation, Manufacturing, Retail and Fast-Moving Consumer Goods, Healthcare, and Public Institutions.*
- *Defining project objectives, measuring technical competencies, extracting scopes, and delivering the application by concluding it with the technical team are among my responsibilities.*

Enterprise Solution Consulting & Sales **CED Teknoloji Bilisim ve Danışmanlık A.Ş.** **2018**

I worked at CED Technology Informatics and Consulting Inc. in Ankara, where I was responsible for preparing for public institution and TURKSAT tenders, business development, tender monitoring, and ensuring compliance with contract terms. Additionally, I coordinated with manufacturers and provided services in the field of cybersecurity.

Microsoft Solution Manager **Kuralkan Bilisim** **2015**

Kuralkan is one of the six authorized firms empowered to make major agreements on behalf of Microsoft. It is the second largest company in terms of scale, and the majority of our clients are among the top 500 companies. I serve as the Microsoft Solutions Manager at Kuralkan, where my responsibility is to position, implement, and adopt products within the Microsoft product suite, such as Office 365 and Azure, tailored to meet the needs of our clients.

I performed the following activities within the scope of my duties.

- *Conducting customer needs analysis, preparing scope documents, and ensuring communication and coordination with Microsoft Global.*
- *Identifying license requirements and selecting the appropriate products.*
- *Coordinating the technical team and monitoring project steps in accordance with project management standards.*
- *Successfully completing projects and generating project closure reports.*
- *Facilitating technical communication between manufacturers and customers.*
- *Providing technical competencies and training for customers regarding products.*
- *Delivering product presentations to the sales team on technical topics.*
- *Establishing the budget and goals for the technical team.*
- *Reporting directly to the CEO.*

Enterprise Account Manager **Bilge Adam Bilisim Gurubu** **2014**

As a Enterprise Customer Manager at Bilge Adam, I developed marketing strategies tailored to customers' preferences, current and potential needs by analyzing them. In addition to organizing corporate trainings, measuring and evaluating post-service customer satisfaction, I also conducted visits to potential customers and managed the preparation and monitoring of tender documents and participation processes. The activities I performed during my role are as follows:

- *Conducted regular customer visits (Key Account visits).*
- *Received CRM requests, entered CRM requests, created opportunities, handled invoicing, and generated reports.*
- *Facilitated technical communication between manufacturers and customers.*
- *Provided technical qualifications and training for customers on products.*
- *Prepared tender documents and managed tender processes.*
- *Scheduled regular meetings to discuss sales targets.*
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Deputy Branch Manager **Bilge Adam Bilisim Grubu** **2011**

I served as Assistant Branch Manager at Bilge Adam IT Group in Ankara. As part of my responsibilities, I conducted strategy development activities to achieve monthly sales targets by coordinating branch sales teams. I established work procedures within the branch and between branches, managed the daily target setting and control of branch collections, handled service cancellations, cancellation discussions, reports, and post-cancellation processes based on the requests of existing internal and external customers. Additionally, I coordinated administrative units to enhance service quality, managed advertising and sponsorship activities for university events, coordinated the organization of training sessions and the scheduling of ongoing/ending training programs based on trainers' occupancy rates, and planned tutorials and seminars. The activities I performed during my role are as follows:

- *Measurement and evaluation of training satisfaction.*
- *Ensuring the continuity of training programs.*
- *Coordination of sales teams, monthly target allocations, and quota distributions.*
- *Evaluation of internal and external customer requests.*
- *Implementation and maintenance of regulations within the branch related to the Ministry of National Education's Private Course Law.*
- *Control, negotiation, and organization of advertising and event processes with companies.*
- *Organization of promotional and educational activities in collaboration with universities.*

Microsoft Office Systems Consulting Bilge Adam Bilisim Grubu **2009**

I provided training and consulting services to institutions and companies on corporate Microsoft Office Systems within the Bilge Adam Science Group. The companies to which I provided training and consulting services are as follows:

- Axa Insurance Inc.
- BASF
- Adana Cement (OYAK Cement)
- Ak Insurance Inc.
- Aksigorta
- Alarko Carrier
- Arçelik
- Aselsan
- AVEA
- Aviva Insurance Inc.
- AYEDAŞ
- Bosch Rexroth
- BSH
- Coca Cola
- Çalık Energy
- Çayeli Copper Operations
- Demirdökum
- General Directorate of State Airports Authority
- State Planning Organization
- Ministry of Foreign Affairs
- Doğuş Construction
- General Directorate of Security Anti-Smuggling and Organized Crime Department
- Fresenius Medical Care
- Garanti Technology
- Gates Powertrain Ltd. Co.
- Gilead Sciences
- Hidromek
- IEGM
- İkon Yapı
- Istanbul Development Agency
- İş Bankası
- JTI Tobacco Products Inc.
- Kolin Construction Inc.
- KUZKA
- KVK (Koç System)
- Central Finance and Tender Unit
- Otokar (Koç System)
- OYAK Beton
- Pernod Ricard Istanbul
- Robert College
- ROCHE
- Roketsan Inc.
- Ministry of Health
- Ministry of Health Change Management Coordination
- Securitas Inc.
- Sedaş Sakarya Electricity Distribution Inc.
- Synthes Medical Devices
- Presidency for Turks Abroad and Related Communities
- Ministry of Development
- Ministry of Transport, Maritime Affairs and Communications
- Türkiye İş Bankası
- TAV
- TETAŞ
- Tiberina Automotive Ltd.
- TOBB
- TRT (Turkish Radio and Television Corporation)
- TÜPRAŞ (Koç System)
- Türk Telekom
- Turkish Atomic Energy Authority
- Turkish Petroleum Corporation
- TüvTürk
- Vakıf Emeklilik
- Vakıfbank
- Yapı Kredi (Koç System)
- Yapı Merkezi
- YTB (Presidency for Turks Abroad and Related Communities)
- Presidency for Turks Abroad and Related Communities
- Ziraat Bankası
- Ziraat Emeklilik
- ZORLU ENERGY GROUP

Education Information

Çanakkale Onsekiz Mart University Bachelor's Degree 2006 – 2009

Computer Technology and Programming

Recep Gençer Anatolian Technical Vocational High School High School 2001-2006

Computer Technology and Programming Technician

Professional Trainings

Please contact me for current trainings and the trainings I have attended.

- Microsoft 2016 Ignite America Atlanta

Microsoft Trainings

- Cloud Security with Microsoft Azure ADP - 2021 Istanbul
- Microsoft Office 365 GDPR and KVKK Information Security - 2021 Istanbul
- Big Data & Azure ML Training - 2016 Istanbul
- IoT and Future IoT - Honeywell - Istanbul 2017
- Sales Scenarios in Cloud Technologies Training - 2016 Istanbul
- SQL Server 2005 Migration Scenarios - 2016 Istanbul
- Sales Productivity Solutions - 2015 Istanbul
- Cloud Security and Microsoft Legal Processes - 2015 Ankara
- Fundamentals of Solution Selling with Cloud - 2015 Istanbul
- Basic Technical Training with Microsoft EMS - 2015 Istanbul
- System and Network Specialist Training
- 01.08.2013 - Bilge Adam Services System and Network Specialist
- SharePoint End User Training
- Bilge Adam Information Technology Services SharePoint EndUser 2010
- SharePoint Administration Training
- Bilge Adam Information Technology Services SharePoint 2010 Administration

Given Seminars

- TOBB University - Communication and Effective Presentation Techniques Seminar - 2014
- Hacettepe University - Communication and Effective Presentation Techniques Seminar - 2014
- Gazi University - Communication and Effective Presentation Techniques Training - 2014
- Hacettepe University - ICT in Education and Future Professions - 2013
- Middle East Technical University - ICT in Education and Future Professions - 2013
- Bilkent University - Microsoft Office 2010 Best Experience on PC, Phone, and Web – 2013

Projects

- Bilge Adam - Recording, monitoring, and preparing text for E-Learning content.
- Bilge Adam - Microsoft Office Systems - Çayeli Copper Mine Production Control VBA Project.
- Bilge Adam - Design of Training Materials: Writing Excel with VBA 2010 Training Book.
- Kuralkan Kuralkan Bilisim - Design of 1m2 Server System.
- Kuralkan Kuralkan Bilisim- Management of 2015 Ministry of Transportation TCDD Postfix-Exchange Migration Project.
- Kuralkan Kuralkan Bilisim- Management of Maintenance and Support for Microsoft Products at the Ministry of Justice.

- Kuralkan Kuralkan Bilisim- Application of HR Automation with Microsoft System Center Orchestrator at the Turkish Court of Accounts.
- Kuralkan Kuralkan Bilisim- Management of Microsoft Exchange, Active Directory, and SCCM at the Information Technologies Institution.
- Kuralkan Kuralkan Bilisim- Modernization of Microsoft Applications at the Ombudsman Institution.
- Kuralkan Kuralkan Bilisim- Management of Active Directory Optimization Project at the General Directorate of National Real Estate of the Ministry of Finance.
- Kuralkan Kuralkan Bilisim- Technical Management of TMO OneDrive Business Project.
- Kuralkan Kuralkan Bilisim- Technical Project Management for Migration from Zimbra to Exchange at the Presidency for Turks Abroad and Related Communities.
- CED Technology - Outsourcing Management of Cybercrime with the General Directorate of Security.
- CED Technology - Modernization of Microsoft Product Family at TÜBİTAK YTE.
- Vector Barcode - Automation of Production Line for Turkish Red Crescent Mineral Sodas.
- Vector Barcode - Production Automation at Kardemir Karabük Iron and Steel Factory.
- Este Bilisim- Virtual Desktop Access with Azure VM.
- Este Bilisim- Reporting with Power Apps and Microsoft Power BI.
- Este Bilisim- Security Applications with Microsoft Azure Sentinel.
- Este Bilisim- Data Processing with Microsoft Azure Cognitive Services.
- Este Bilisim- Expense Analysis with Microsoft Azure Cost Management App and Power BI.
- Çanakkale Onsekiz Mart University - Software Development for Observatory Dome Automation.
- Microsoft Imagine Cup 2006 - Turkey Semi-Finalist in E-Learning Category.
- Çanakkale Onsekiz Mart University - Software for Course and Classroom

• Driver's License and Certificates:

• Driver's License - A / B2 Category - 1-Star Diver.