

N. ÖYKÜ İYİĞÜN



PERSONAL:

Date of Birth: 26/06/1981
Place of Birth: Istanbul, Turkey
Nationality: Turkish
Marital Status: Single
Driving License: Class B

PROFESSIONAL EXPERIENCE:

October'08 – present: **ISTANBUL COMMERCE UNIVERSITY**
International Trade Department
Research Assistant – Ph. D Candidate
Responsible for departmental tasks
Responsible for organizing the conferences and panels' of the Faculty
Concentrations: Economics, Psychological Contracts, Personality, Organizational Deviance and Ethics.

January'09 – December'09: **JCI EURASIA – Executive Board Member**
Vice President – International Relations
Responsible for international relations
Twinning, international seminar & panels

December'07 – June'08: **BAHCESEHIR UNIVERSITY – School of Government & Leadership**
Programs Director
Responsible for the trainings, seminars and conferences
Responsible for the journal about "Politics"
Responsible for foreign certificate programs; management & organization

January'08 – December'08: **JCI EURASIA – Executive Board Member**
General Secretary
Responsible for communication and correspondence of the Chapter
Guiding the management process

January'07 – June'07: **HSBC BANK – "Cards Management" Department**
Credit Cards Product Management – Assistant Supervisor
Updating financial reports, competition reports & publications
Credit cards' acquisition & sales strategies
Cross sell & listed sales & printed materials & Winback activities

January'07 – December'07: **JCI EURASIA – Training Director**
Responsible for the trainings and orientation facilities
Developing & implementing HR and member development strategies

July'05 – January'06: **BAYMAK A.Ş. – "Export" Department**
International Marketing Planning & International Market Research
Responsible for market research, Customer Relations & CRM facilities
Developing & implementing Marketing strategies

Sept.'03 – March'05: **PROAKTİF DANIŞMANLIK – "CRM" Department Paid Intern**
Public Relations and Project Management
Responsible for market research
Customer Relations & Media Relations

- July'04 – Sept.'04: **SPARKASSE TRIER / GERMANY**
Various Departments – Paid Summer Intern
 Responsible for auditing daily current prices and bids at Treasury
 Technical analysis of credit applicants at Credits
 Market research for investments at Investment Management
- July'03 – Aug'03: **BP GAS – “Customer Services” Department Paid Summer Intern**
 Responsible for updating the customers' data for “Update Project”
 Financial auditing, the daily LPG supply & demand balance
 Customer Relations & CRM facilities
- June'02 – June'03: **AIIESEC Istanbul – Executive Board Member**
Vice President Human Resources & Member Development
 Strategic Planning & Decision Making
 Orientation, Member Development, Career Planning, Market Research
 Responsible for developing & implementing HRM strategies
- Feb'01 – June'01: **FINANSBANK – Treasury Department Intern**
 Financial analysis & quoting of current prices and bids cited
 Responsible for balancing the exchange rates for Institutional Marketing
 Updating financial reports & publications

EDUCATION:

- Oct'05 – present: **MARMARA UNIVERSITY – Institute of Social Sciences, Istanbul**
Ph. D Candidate for “Management & Organization” Department
Concentrations: International Business, HR, Coaching, Psychological
 Contracts, Career Management, Business Ethics, Negotiation Strategies
 Grade Point Average: 85.20 / 100 listed among the top 3
- Oct'07 – June'07: **BOĞAZIÇI UNIVERSITY – Institute of Social Sciences, Istanbul**
Guest Student for Research Methodology, Course Attendance
 Research methodology, qualitative and quantitative research methods
- Oct'04 – July'05: **MARMARA UNIVERSITY – Institute of Social Sciences, Istanbul**
MBA in “International Business Administration”
Concentrations: Marketing, CRM, Negotiations, Negotiation
 Strategies, Culture and its Effect on Negotiations, International Business
 Graduated “first” in class from Master Program
 Grade Point Average: 87 / 100 listed among the top 3
Master Thesis: The Effects of Cultural Differences in Business
 Negotiations and Basic Negotiation Strategies
- Oct'99 – Sept.'04: **ISTANBUL UNIVERSITY – Political Sciences Faculty, Istanbul**
B.A in International Relations & Politics
Concentrations: International Business & Policy Making, Negotiations
 Grade Point Average: 2.90 / 4
 Awards: Scholarship offered by the Lions Club Exchange Service
- Oct'92 – June'99: **PRIVATE ANABİLİM HIGH SCHOOL, Istanbul**
Secondary School Diploma (English)
Concentrations: English, Mathematics, Literature
Awards: Scholarship offered by the founder of the School due to
 outstanding academic performance
 Graduated “first” in class from High School
 Grade Point Average: 97 / 100 listed among the top 3

RELEVANT TRAININGS & SEMINARS:

- Oct'00 – present: Policy School in US: Bahcesehir University (2 weeks-Washington DC)
 Policy School: Bahcesehir University (3 months)

Leadership in Business Life: Bahcesehir University & Koc-Yonder
German Academy'07: Leadership – JCI Training (1 week-Germany)
Prime'06: Train the Trainer – JCI, in Turkish Republic of Northern Cyprus
Co-habitation – Forum Istanbul Summit Meeting'06
Turkey's 2023 Vision – Forum Istanbul Summit Meeting'05
Leadership – OGEM
Communication Techniques – Yonetim Gelistirme Merkezi
Team Building – Birikim Danismanlik
Project Management – World Bank, in Ankara
Social Democracy School – SODEV & TÜSSES
Knowledge Management – Dr. C. Jackson Grayson
European Union & Project Development – TÜGİAD
The Future of Retailing – Rashed Din

LANGUAGE SKILLS:

Turkish: Native
English: Excellent (Marmara University Language Course Advanced Certificate)
German: Upper-intermediate (Goethe Institute Language Course)

ADDITIONAL SKILLS & INTERESTS:

IT: **Operating Systems:** Windows 95/98, Dos, Windows 2000, XP, Vista
Office Applications: Word, Excel, Power Point, Outlook, Access,
Lotus Notes
Tools: SPSS, NVivo, Amos.
Volunteer Work: **AIESEC member** – The Largest Student Run Organization in the world
(2000 - 2003)
JCI active member – Junior Chamber International: Worldwide
Federation of Young Professionals and Entrepreneurs, Vice President –
International Relations (2009 - ongoing)
Awards: **The Most Outstanding Member of JCI Europe**, 2009 Award
The Most Outstanding Member of JCI Turkey, 2008 Award
Sports: Fitness, Latin Dance, Cycling
Hobbies: Travelling, Cinema, Theatre, Reading, Academic Research, Writing

PUBLISHED WORKS:

Project: The Ethical Approaches, Codes of Conduct, Implementations and
Internalization Level of Public Professional Organizations in Turkey
(In co-operation with the European Commission – Turkish Prime Ministry
Public Officials' Ethics Committee, 2009)
Book Translation: Administrative Philosophy
Yonetim Felsefesi: Örgütsel Yasamda Degerler ve Motivasyon
Christopher Hodgkinson, (Book Translation),
Editors: Ibrahim Anıl, Binali Doğan,
Chapter 11: Ideoloji (with Baris Safran), Beta, İstanbul, 2008
Paper: The Role & Importance Of Charismatic Leadership On Crisis
Management: Case Study Of Baymak
(with Prof. Dr. Ugur Yozgat, Hande Serim Bahadinli, F.Oben Uru)
XIV. National Management & Organization Congress
Erzurum, 25-27th May, 2006.