

CURRICULUM VITAE

A. PERSONAL INFORMATION

Name-Surname : ALPARSLAN KULOĞLU
Birth Date - Place : October 23rd 1974 - ANKARA
Nationality/M.Status : Turkish Republic/ Married with 2 kids

B. EDUCATION

- **Bilkent University, MBA** (1996 – 1998) ANKARA
- **Istanbul Technical University, Environmental Engineering** (1991-1995) İSTANBUL
- **TED Ankara Collage, Kocaeli Collage, İzmir İnönü High School**
- **Belvedere Elementary School** - Virginia, USA

C. EXPERIENCE

4AK Consulting (For Advising Knowledge Consulting) (11.2014-'dan beri)

“COMPANY OWNER”

- Carries business development consultancy services to Turkish, Saudi and Qatari companies.
- Conducts consultancy services to companies who are interested to work for the potential projects within Ministry of Defence and Ministry of Health.
- Target markets are Saudi Arabia, Qatar, Pakistan, Oman, Romania and Turkey

HAVELSAN Inc. (TAFF Company)(07.2010-11.2014)

“BUSINESS DEVELOPMENT & MARKETING DIRECTOR”

- Responsible from National and International Business Development, Marketing & PR activities in the field of Defence, IT, Security & Energy
- Managing **2 billion USD Local** Potential Business Development **portfolio** with Local Marketing Team (Armed Forces, Ministries and Governmental Institutions)
- Managing **3 billion USD International** potential portfolio around in 30 countries located in the following regions. GCC, Middle East, Turkic Republics, North Africa, Near & Far East & NATO.
- Responsible from executing cooperation efforts with various local and international companies like Oracle, SAP, IBM, HP, Boeing, Lockheed Martin, Sikorsky, Agusta Westland, HDW, Thales, Cassadian, Toshiba, KAI, PTDN, PTPAL and etc.
- Responsible from forming technology and product strategies
- Managing PR activities (Press relations, Customer relations, advertisement, protocols)
- **Company Performance:** Increased **contracts take in** value 3 times 200 million USD for the years 2011 & 2012 and performed **history record with 420 Million USD** in 2013.
- Reported to General Manager

“R&D DIRECTOR (ACTING)”(second duty)(01.2012-01.2014)

- Establishing New technology groups to form new business lines.
 - Cyber Security,
 - Ad-Hoc Wireless Communication Technologies,
 - Autonomous Systems,

- Satellite & Space Technologies,
- Sensor & Data Fusion Technologies
- Managing R&D resources, planning new technology investment.
- Creating an R&D ecosystem with subcontractors and universities and auditing launched R&D programs within the company
- Conducting reusability studies
- Responsible from the R&D & Techno polis incentive planning
- Responsible for the R&D Projects applied for Tubitak, State Planning Organization & SSM R&D incentives.
- Creating a Cooperative environment with the academic world (SANTEZ Projects)
- Generating relations with other companies to invest in mutual R&D projects.
 - Turkish Technic
 - Ultra Electronics
 - Tubitak

METEKSAN SAVUNMA Inc. (Bilkent Holding Company)(03.2006- 02.2010)

“FOUNDER DEPUTY GENERAL MANAGER (OPERATIONS)”

- Founding Deputy General Manager. Establishment Date April 2006. Reports to CEO.
- Dealt with all necessary organizational and infrastructural needs.
- Achieved a successful record by putting the company to be the fastest growing start-up in defence sector
- Performed a successful track record within 3 years. (Electronic Hardware company)
 - Backlog: 200 million USD
 - Personnel: 150
 - Gained Assets: 20 million USD
- Responsible from business development, strategic planning, PR, project & program management.
- Projects Leded:
 - MILDAR: Millimeter Wave Radar (Fire Control Radar for Helicopter Platforms)
 - Data Links: RF data Link Design & Production for Missiles
 - Laser source: Obstacle Avoidance System for Helicopter Platforms
 - Milgem Sonar: Sonar Systems for Naval Platforms
 - Underwater telephone: For Naval Platforms
 - Fire & Damage Control Simulator: Live Simulation for Naval Command
 - DEHOS: Naval Warfare Simulation

AYDIN Software & Electronics Inc.(AYESAŞ)

(Vestel- L3 Communications JV)(08.2002- 02.2006)

“BUSINESS DEVELOPMENT & MARKETING MANAGER”

- Achieved a successful track of sales, company reputation and recognition
- Carrying out all local and foreign market business development activities.
- Responsible for building new business opportunities in defence & governmental IT
- Increased company backlog up to 100 million USD within 3 years. (Long Horizon & GENESIS where some of the important local projects achieved)
- BOEING, Lockheed Martin, Northrop Grumman, L-3 Communications where some of its large scale customers.
- Opened a new business line from NATO
- Created and leaded strategic business plan

HAVELSAN Inc. (TAFF Company) (12.2000-08.2002)

“BUSINESS DEVELOPMENT & STRATEGIC PLANNING LEADER”

- Penetrated into e-government business line and led the business development & marketing activities. Led the two largest e-government programs UYAP (Justice Information System) and TAKBİS (Land Registry & Cadastral Information system)
- Was responsible for the marketing activities, Ministry of Education, Health and etc.
- Attended many conferences and activities for the e-government transformation vision.
- Led the e-transformation report for State Planning Organization

ROKETSAN Inc. (TAFF + Private Companies JV) (10.1995 –12.2000)

“CHIEF QUALITY SYSTEM ENGINEER”

- Responsible from the Quality System of the Company.
- Carried out the quality engineering activities of ESSM, V-Shorads- Shorads, ATACAMS, STINGER international projects.
- Responsible for the quality improvement activities and adaptation of Total Quality Management (TQM) philosophy.
- Carried out many internal and external audits
- Led the statistical analyses of manufacturing department.

D. ADDITIONAL RESPONSIBILITIES

ANKARA ÜNİVERSİTY- Faculty of Engineering (09.2001-present)

“LECTURER”

- Teaching “Quality Management” to 3rd class electronic & physics engineering students.

TADIM PIZZA Delivery Restaurant (2001-2005)

“OWNER”

- Increased Sales 2 times and profit 5 times since the date the restaurant was acquired

RESTAŞ A.Ş - TADIM PİZZA (Franchisor) (03.1998- 09.2000)

“MANAGEMENT CONSULTANT”

- Established the franchising system.
- Succeeded to break through the recession company faced
- Developed long & short-term marketing strategies.
- Positioned the company brand image, led market research, advertising & PR activities.
- Restaurant number from 4 to 15
- Created 2.6 trillion TL brand value

KALDER (Ankara Office) (1997 – 2000)

“LECTURER”

- Trained various people on TQM, SPC and ISO-9000 QAS
- Group member of the Training Committee and TQM Sub-committee.

CONFERENCES & ASSOCIATION ACTIVITIES

- Presented many seminars organized by Ministry of Defence, Undersecretariat of National Defence and Prime Ministry
- Presented many seminars & training programs at various companies and contributions.
- Contributed to the activities of Türkiye Information Technology Association(TBD), Active Member of Defence Industries Association(SaSad)

E. MILITARY DUTY

700. Mu. Ana Dp. ve Fb. K. Işı Etimesgut / ANKARA (1998)

Quality Assurance Department

- Was responsible to set up the ISO-14001 Environmental Management System through the establishment
- Presented several seminars to top commanders and personnel regarding Quality Management and Environmental Management System.

F. LANGUAGES

Turkish : Native
English : Fluent
German : Beginner