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|  | **S**a**kip ALTUNLU** |
| 26.02.2013 | Çağlayan Mah. Yalı Cad. Sardun Yalı Evleri, No: 376/A, D: 5 Muratpaşa, 07160 Antalya - TURKEY |
| **Sakıp ALTUNLU** | **Mob: +90 532 231 5596****Home Tel&Fax : +90 242 323 1513****sakip.altunlu@sakipaltunlu.com.tr****www.sakipaltunlu.com.tr** |
|  | ExperiencesGeneral Manager| Sakip ALTUNLU Freelance Consultancy Antalya2004 – Current* Since February 2010 Project Coordinator and Product Development Manager of Agrotalya Ltd. In O.P. Vegetables Hybrid Seeds Business.
* From 15.04.2010 to 22.07.2010 work as consultant and trainer for Hilfswerk Austria to implement the project “support to food processing small and medium enterprises in Tajikistan”, financed by the EC programme “Central Asia- Invest”
* I was certifier at Moody International Company for GlobalGAP (Good Agricultural Practices) projects in Turkey from November 2008 till May 2010.
* From 2006 to 2008 Management Consultant of Artalya Gıda Ltd. Who was service provider of Tesco supermarket chain in Turkey and was supply vegetables to Hypermarkets such as Metro Group and Carrefour.
* From 2004 to 2006 Regional Representative of Bureau Veritas.
* ISO 9001:2008 Quality Management System Auditor
* ISO 22000: 2005 Food Safety Management System Auditor
* Promote and organize trainings about Good Agricultural Practices and Food Safety / Quality Assurance in vegetable supply chain.
* Trainer of Good Agricultural Practices for Chamber of Agriculture Engineers
* Consultant on several GlobalGAP Option 2 implementation projects in Turkey.

Strategic Purchasing Manager Food Safety Project Leader| Metro Group Buying Turkey. İstanbul, 1999 – 2004To establish traceability of fruits and vegetables supply chain from field to shelf and determine Metro Group (For Metro Gross markets and real Hypermarkets) fruits and vegetables purchasing procedures / principles.Specific Products Manager | Toros Fertilizers Inc. Antalya1994 – 1999I have established sub sales division in the company in order to sell specific products such as water soluble fertilizers (Potassium Nitrate, Calcium Nitrate etc.) and drip irrigation systems in Turkey.Product Development Manager | Sandoz Turkey (Currently known as Syngenta) Crop Protection Division. İzmir1990 – 1994Organising trials for new molecules and Registration of chosen molecules for agricultural use in Turkey.To promote new products. Technical support to sales team and growers. Potential Market Analysis.Product Manager (Tomatoes, watermelon, eggplant, cucumber, squash, peppers) Sandoz Turkey (Currently known as Syngenta) Hybrid Vegetables Seeds Division (S&G). Antalya1985 - 1990Organising trials for new varieties, Registration of chosen varieties for professionals in Turkey. To promote new varieties. Screening trials. Observation reports regarding screening varieties. Technical support to sales team and growers. Potential Market Analysis.Certificates/Awards* Agricultural Engineer, Aegean University, graduated in 1983.
* Seed Breeding Cource, TSÜAB (Sub-Union of Seed Industrialists and Producers), January 2013
* Hybrid Seed Business Import & Export training, TSÜAB (Sub-Union of Seed Industrialists and Producers), October 2012
* Seedsman’s Training Course, Petoseed, 1994, Saticoy-California-USA.
* ISO 9001:2000 series Auditor/Lead Auditor Training Course, BVQI, 2004, İstanbul- Turkey.
* Good Agricultural Practices Auditor in Plant Production, Ministry of Agriculture, 2006, Ankara-Turkey.
* ISO 22000: 2005 Food Safety Management System Training Course, Moody International, 2006, İstanbul-Turkey.
* Fresh Produce Trainer Certificate, EurepGAP-Foodplus GmbH, 2005, Antalya-Turkey.
* GlobalGAP Train the Trainer Workshop for Crop Base Fruit and Vegetables on 02-03 February 2009 in Berlin/Germany.
* Occupation Ministration Award, Antalya Rotary Club, 2007, Antalya-Turkey.

Skills and Abilities* To Coordinate supply chain between Hypermarkets and Vegetable Growers including production costs, import and export procedures.
* To plan and formulate the sales strategies and applications using costs according to regions / seasons, equipment and manpower items.
* To evaluate market trends and proposed marketing strategies.
* To prepare strategic business plan.
* To organize trainings about seeds, Good Agricultural Practices on fertigation, agrochemical treatments and promotional/Educational meetings for growers and agricultural consultants in different regions within Turkey.
* Registration of new Hybrid Seed varieties for agricultural use in Turkey.
* To promote new varieties and technical support to growers and sales team in Turkey.
* Hired, trained, coached, supervised and evaluated staff members.
* Good knowledge and experience with International Environment on hybrid seed business, supply chain management, traceability, quality management and food safety systems in agricultural sector.

I am married and have 2 sons. I can travel domestic and international.Computer Skills; Word, Excel, PowerPoint,.. |