

İletişim Bilgileri

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En Önemli Yetenekler

IFRS (Uluslararası Finansal Raporlama Standartları)

Bütçelendirme Planlaması ve Tahmini

Summaries

Certifications

17. Yönetim Bilimleri Kongresi katılım sertifikası

EBSCOhost Databases and Services Training

Microsoft Excel İleri Eğitim Programı Katılım Sertifikası

İletişim Programı

The International Symposium for Production Research (ISPR 2018), "A Data Mining Approach to Predict E-Commerce Customer Behaviour"

Büşra Altunan

International Stores Reporting & Analysis Senior Specialist at English Home
İstanbul, Türkiye

Özet

Industrial Engineer / International Retail Sales Supervisor

Deneyim

English Home

International Stores Reporting and Analysis Senior Specialist
Haziran 2024 - Present (1 yıl 4 ay)

- Analyzing and reporting data on sales and profitability
- Preparing daily, monthly, annual sales and KPI reports
- Preparing performance reports of stores
- Contributed to the S&OP process by aligning sales forecasts with product availability and shipment capacity
- Designed and executed store-based stock allocation and monitored weekly/monthly demand fulfillment performance
- Reporting, assisting month and year end closing activities
- Providing financial analysis on channel basis (P&L and Balance Reports) and supporting management team of strategic decisions
- Preparation and coordination of annual and monthly budget
- Preparing reports according to the instant demands of managers
- Ensuring communication between the office teams and operation
- Following and reporting award-winning competitions-games planned for the sales team

OXXO TR

3 yıl 7 ay

International Retail Sales Supervisor
Mayıs 2022 - Haziran 2024 (2 yıl 2 ay)

Basically, my responsibility is to control product availability and coordinate correct shipment planning and operations in order to maximize sales and optimize the sales/stock ratio in International stores, as well as to develop processes.

The countries for which I am currently fully responsible are Saudi Arabia, Azerbaijan and Russia, in addition to these countries, I manage and have experience in during my duty are Dubai, Qatar, Jordan, Lebanon, Bahrain and Egypt.

- International store opening process management
- Country & Store-based short and long term stock planning and coordinate allocation process
- Follow up important days for retail in relevant markets and shipment planning
- To realize customer demand forecasts and plan product shipments accordingly
- Holding meetings with the brand manager and store managers of international stores
- Market analysis, product pricing and management of discount periods
- International store visits, market research, brand analysis.
- Market trend analysis and following
- Managerial reporting of sales and stock analyses, taking action, budget revision
- Logistics coordination in product shipments
- Realization of seasonal sales targets & monitoring of international stores on a weekly/monthly basis
- Improvement of business and reporting processes

Retail Sales MT

Aralık 2020 - Nisan 2022 (1 yıl 5 ay)

Onur Air Taşımacılık A.Ş.

Industrial Engineer

Ekim 2018 - Kasım 2020 (2 yıl 2 ay)

Eğitim

İstanbul Kültür Üniversitesi

Lisans Derecesi, Endüstri Mühendisliği · (Eylül 2013 - Mayıs 2018)