

CV of Uğurcan Kartal



Uğurcan Kartal

Technical sales professional with a B.Sc in food engineering with 10+ years of experience (a year spent in New Zealand as a working holidaymaker) skilled in food microbiology and food processing. My professional experience includes working in various roles for multinational companies and I have successfully managed tasks/projects to deliver business outcomes.

Experience

Calvatis Group | Bursa, Türkiye *F&B Sales Manager*

03/2023 – 06/2024

Calvatis is one of the world's leading independent manufacturers of detergents and disinfectants. We offer our customers unique quality products and hygienic concepts, which are second to none.

- B2B sales professional - being responsible for all sales activities, from lead generation to contract, within the assigned customers for hygiene and sanitation solutions. Troubleshooting customer cleaning/hygiene and related problems, including food product quality and microbial safety concerns

Kersia Group | Bursa, Türkiye *COEE Key Account Responsible*

2021 – 2023

Kersia is a global leader in biosecurity and food safety with value-added products and solutions to prevent diseases or contamination in both animals and humans at every stage of the food supply chain.

- B2B sales professional - being responsible for all sales activities, from lead generation to contracting, within the assigned customers for hygiene and sanitation solutions. Troubleshooting customer cleaning/hygiene and related problems, including food product quality and microbial safety concerns

Notable Achievements:

1. The dairy company had lost its largest size customers in the retail industry due to a problem. A biofilm was detected, and product recall of the products has been terminated for one of the biggest dairy facilities. It took 5 months to solve the problem. In return, the dairy company could have its customers back afterwards.
2. An aseptic package has been sterilized prior to filling with UHT (Ultra High Temperature) treated food, resulting in a product which is shelf stable for over 6 months. This aseptic packaging method passes flat, unformed packaging material through a heated hydrogen peroxide bath. One of the customers had a problem with his aseptic process indicating that the hydrogen peroxide level of the machine drops quickly. They watched the process for two weeks and found nothing. During this time, their consumption rate of hydrogen peroxide increased to double. After checking the parameters, analyzing the current



product they use, and overseeing the process. The reason for the problem has been detected, using the wrong product caused this problem. They replaced the product as soon as they found out the reason and the consumption rate of the hydrogen peroxide returned to normal.

Ecolab | Bursa, Türkiye
Territory Manager

2018 – 2021

Ecolab is the global leader in water, hygiene, and energy technologies and services that protect people and vital resources. Its 49,000 associates deliver comprehensive solutions, data-driven insights, and on-site service to promote safe food.

- B2B sales professional - being responsible for all sales activities, from lead generation to contracting, within the assigned customers for hygiene and sanitation solutions. Troubleshooting customer cleaning/hygiene and related problems, including food product quality and microbial safety concerns

Notable Achievements:

1. The dairy company had been using the same cleaning solution for the bottle washing process and they did not find an alternative product for 25 years. Three alternatives were offered in total and the first two attempts failed due to the wrong ingredients chosen. Finally, the third option worked very well and the product has been validated as an alternative for bottle washing. Success came through lessons learned from failures. In return, the dairy company could have alternatives and they are not dependent on only one supplier for this product range.

SGS | Mersin, Türkiye
Customer Representative

2016 – 2018

SGS is the world's leading inspection, verification, testing and certification company. It is recognized as the global benchmark for quality and integrity. With more than 94,000 employees, operates a network of more than 2,600 offices and laboratories around the world.

- B2B sales professional - being responsible for all sales activities, from lead generation to contracting, within the assigned customers for daily execution of food and feed analysis

New Zealand Working Holiday| Bay of Plenty, New Zealand
2015 – 2016

Working Holiday Maker

- As part of my visa, I worked in the food-agriculture industry, traveled throughout the country, and explored their culture and history. Loadout Operator |Trevelyan's Pack & Cool |Bay of Plenty, New Zealand (3 months as a seasonal opportunity)

Turkish Armed Forces| Ağrı, Türkiye

2014 – 2015

Food Control and Hygiene Inspection Officer

- Compulsory military service as Food Control and Hygiene Inspection Officer



Golf Ice Cream| Kahramanmaraş, Türkiye

2013 – 2014

Quality Assurance Engineer

- Implementing the concept of quality management system throughout the company by working as Quality Assurance Engineer in one of the largest ice cream production facilities

ÇBS Food| Kahramanmaraş, Türkiye

2012 – 2013

Plant Responsible

- Managing operations and conducting systems according to related business plans, budgets, policies, and procedures and coordinating all teams to be in line with the planning team in one of the first cold storage facilities in the region

Education

Mersin University | Mersin, Türkiye

2007 – 2012

Bachelor of Science in Food Engineering, GPA 3.10

Skills

Organizational: Result-oriented, team player, effective listening, analytical problem-solving approach **Platforms:** SAP, Microsoft Office, CRM

Communication: Design proposals, technical reports, instruction manuals, and presentations (large and small audiences) **Languages:** English (fluent), Turkish (native)

Driving license: B Class (advanced and defensive driving training)

Training & Certificates

- Food Irradiation - Technology, Applications and Good Practices / International Atomic Energy Agency (IAEA) • Principles of Hygienic Design and Foundation Elements / 3-A Sanitary Standards, Inc.
- Cleaning and Sanitizing / 3-A Sanitary Standards, Inc.
- Hygienic Facility Design & Equipment Design & Environmental Controls / 3-A Sanitary Standards, Inc.
- The Counselor Salesperson (CSP) / Wilson Learning
- The Versatile Salesperson (VSP) / Wilson Learning
- The Strategic Salesperson (SSP) / Wilson Learning
- Key Account Management / LinkedIn
- 7 Habits of Highly Effective People / Franklin Covey

Hobbies & Interests

- Photography, Basketball, Cinema, Opera, Running

References

- References available on request