



Mustafa Çelik
Sales Manager

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Istanbul (Asia) / Tuzla

Professional Summary

As a Sales Professional, I have over 15 years of extensive experience in sales and customer management. Since 2008, I have successfully developed effective sales strategies for small, medium, and large-scale clients. I specialize in understanding customer needs and delivering solution-oriented approaches. By optimizing business processes, I have consistently contributed to increasing customer satisfaction and achieving company targets.

Work Experience

Sales Manager

Zebra Electronics | Sep 2024 – Jan 2026

Manufacturing / Industrial Products – Sales Department

During my tenure, I achieved a consistent monthly revenue of 80,000 USD and signed contracts totaling 2 million USD annually, ensuring sustainable growth. I was responsible for selling DC/AC electric vehicle charging units to licensed CPOs and B2B clients.

Additionally, I sold CPO software and call center services, analyzed customer needs, and provided technical and commercial solutions. I also delivered post-sales support, expanded the customer portfolio, tracked market developments, and continuously acquired new customers.

Corporate Sales Manager

Bizim Wholesale Stores | Apr 2022 – May 2024

Sales Department

Achieved an average of 30% monthly revenue growth and continuous new customer acquisition. Generated approximately 400% revenue growth (FX-based, excluding food inflation).

Managed supply operations for fuel station markets, canteen chains, and restaurant/cafe chains. Oversaw supply processes for corporate companies with 300+ employees, focusing on improving supply chain efficiency, cost optimization, and delivering customer-focused solutions.

Corporate Sales Manager

Mepsan Petrol Equipment Inc. | Aug 2016 – Apr 2022

Manufacturing / Industrial Products – Sales Department

Managed the sales of fuel equipment and projects developed in collaboration with fuel distribution companies. Also led the marketing and sales of LED lighting fixtures.

Worked with major companies such as Petrol Ofisi, Alpet, Termopet, Soil, Akpet (Lukoil), and Teco. Developed and executed projects, including public sector collaborations. Managed sales and project teams, tracked performance, and ensured alignment with company targets.

Corporate Sales Manager

Nixonled – Yağmur Group Energy Inc. | Oct 2014 – Jul 2016

Lighting Sector – Sales Department

Managed marketing and sales processes of LED lighting products. Added major corporate clients such as Hayat Kimya and Aksa Akrilik to the portfolio.

Led public sector projects including Istanbul Metropolitan Municipality. Focused on customer needs analysis, technical/commercial solutions, project planning, budgeting, and post-sales support.

Sales Manager

Techled Lighting Systems | Dec 2011 – Jul 2013

Lighting Sector – Sales Department

Managed sales and marketing of industrial LED lighting products. Expanded the portfolio with major clients such as Arçelik, TÜPRAŞ, Brisa, SASA, HABAŞ, and others.

Worked on both private and public sector projects, providing tailored technical and commercial solutions.

Sales Support Supervisor

Coren Energy Inc. | Apr 2011 – Nov 2011

Energy Sector – Sales Department

Managed contract preparation and documentation processes. Handled EPIAŞ system entries and application tracking.

Ensured complete customer documentation, followed up subscription processes, and managed collections. Focused on improving operational efficiency and customer satisfaction.

Customer Account Manager

Petrol Ofisi Inc. | Dec 2007 – Dec 2010

Oil & Gas Sector – Sales Department

Maintained customer records, managed guarantees, tracked collections, and handled overdue receivables.

Also responsible for invoice processing, premium calculations, and ensuring accurate financial operations.

Education

Conley University

Business Administration | 2020 – 2022 (Bachelor's Degree)

Marmara University

Faculty of Technology – Electrical Teaching | Ongoing (Bachelor's Degree)

Yakacık Anatolian Technical High School

Graduated: 2002

Languages

English (Good)

Skills

AutoCAD, ERP, SAP HANA, Oracle, Reporting, Project Management, Customer Relations, Process Management, Field Sales, Collections, Corporate Marketing, Customer Management, Customer Satisfaction, Microsoft Office, Retail Sales, Solution Sales, After-Sales Services, Sales Operations, Business Development, Artificial Intelligence, Customer Acquisition

Certifications & Training

Visual Basic for Applications (MS Office 2007) – Koç Sistem (2009)

Advanced Excel Training – Koç Sistem (2009)

Professional Trainings – Istanbul Business Institute:

Interview Techniques, CRM, Stress Management, Strategic Management, Leadership, Sales & Marketing Techniques, Communication Technologies, Handling Difficult Customers

Interests

Developing desktop and mobile applications using AI-assisted tools (vibe coding).

Developed:

- A desktop application that retrieves EV charging socket data via EPDK API Gateway in Excel format
 - A data analysis and dashboard application for periodic reporting and insights
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Social Media

LinkedIn: [linkedin.com/in/mustafacelik84](https://www.linkedin.com/in/mustafacelik84)