

# FATİH KAYA

İş Geliştirme Uzmanı

## Hakkımda

A career in business development in the export-import industry can be challenging but also highly rewarding. Business development professionals play a key role in identifying new market opportunities, developing relationships with potential clients and partners, and negotiating deals to expand the company's export-import business. To excel in this career, individuals should have strong communication and negotiation skills, a good understanding of international trade regulations, and the ability to build and maintain relationships with clients and partners from around the world. Additionally, having a solid understanding of market trends, competitive analysis, and supply chain management can also be beneficial. Some potential job roles in this field include export sales manager, international business development manager, export-import specialist, and global trade compliance manager. Companies that specialize in export-import business, logistics, or international trade are common employers in this field. Overall, a career in business development in the export-import industry offers the opportunity for growth and advancement in a fast-paced, dynamic industry with the potential for international travel and global networking opportunities.

## İş Deneyimi

- **FKTrade**  
17.01.2024 - 17.03.2025

## Eğitim

- **New Delhi University** - Lisans  
(17.06.1998 - 21.09.2002)

## Seminerler & Sertifikalar

- English school , power point, c++ - 10/2002



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