



Berkay Tuncay

BUSINESS DEVELOPMENT

Details

+372 5834 2890
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Links

[LinkedIn](#)

Skills

Planning

Analytical Thinking

Troubleshooting (Problem Solving)

Communications

Interpersonal Communications

Business Strategies

Material Selection

Sales

Technical Support

Aluminum

Customer Satisfaction

Marketing Management

Profile

A results-driven professional with over 8 years of international experience, specializing in business development and sales, with a strong focus on the blockchain and cryptocurrency sectors. As a Market Development Manager and Regional Business Manager at ProBit Global, I successfully cultivated strategic partnerships with blockchain projects, investors, and third-party trading bot companies, driving user engagement, trading volume, and market growth. Leveraging my ability to analyze market trends and identify opportunities, I developed tailored strategies that delivered measurable results in competitive environments. My expertise in building cross-cultural collaborations and navigating complex negotiations positions me to excel in dynamic industries, combining technical knowledge with business acumen to drive innovation and growth.

Employment History

Sales Manager

UP Catalyst, Tallinn, Estonia

OCTOBER 2023 — PRESENT

- Contributed to the growth of a hardcore startup company by navigating through a highly dynamic and resource-constrained environment.
- Successfully managed a project from sample trials to a conditional purchase order, overcoming numerous technical obstacles and fostering strong collaboration with technical teams and clients.
- Developed and implemented effective sales strategies to achieve company revenue goals, while addressing complex technical and commercial challenges.

Market Development Manager & Regional Business Manager

ProBit Global, Tallinn/Estonia & Seoul/Korea

AUGUST 2020 — JUNE 2022

- Analyzed extensive datasets to identify market trends and develop tailored strategies, playing a key role in optimizing business opportunities and decision-making.
- Cultivated partnerships with blockchain projects, investors, and third-party trading bot companies, driving user engagement, trading volume, and strategic growth.
- Proposed and led innovative business development initiatives, successfully turning ideas into actionable projects that delivered measurable outcomes.
- Actively attended industry events and conferences to expand the company's network, establish new partnerships, and enhance brand visibility in competitive markets.

Postgraduate Researcher

Seoul National University, Seoul, Korea

SEPTEMBER 2017 — FEBRUARY 2020

Research Topics (During Master's Degree Study)

- Thesis Project:** Advanced twin-roll casting of aluminum AA 6016 alloys for automotive applications, focusing on increasing casting speed and efficiency while enhancing mechanical properties. (Supported by Hyundai Steel Company)
- Conducted alloy design for magnesium high-pressure die-casting to improve mechanical properties.
- Performed material characterization using OEM, SEM, TEM, X-Ray, and EBSD, and conducted mechanical tests such as tensile and Erichsen tests.

Languages

Turkish

English

Korean

Estonian

Sales Engineer

Ravago Petrochemical, Istanbul, Turkey

DECEMBER 2015 — DECEMBER 2016

- Provided technical support for material selection and process optimization for engineering and commodity plastics.
- Maintained relationships with stakeholders to identify new business opportunities.

Method Engineer

Trakya Dokum, Istanbul, Turkey

AUGUST 2014 — NOVEMBER 2015

- Led projects for new product development and participated in the parts tool design committee.
- Analyzed and mitigated process risks with cross-functional teams.

Quality Engineer

Celikel Aluminum, Istanbul, Turkey

MARCH 2013 — AUGUST 2014

- Led quality improvement projects and internal audits to ensure production compliance.
- Directed Daily QRQC meetings and implemented quality fundamentals in production.

Sales Engineer

AKM Metallurgy, Istanbul, Turkey

AUGUST 2012 — FEBRUARY 2013

- Built client relationships to enhance customer satisfaction and secure future business.
- Conducted routine customer visits and promoted products to potential customers.

Education

Master's degree in Material Science and Engineering

Seoul National University, Seoul, Korea

SEPTEMBER 2017 — FEBRUARY 2020

Bachelor's degree in Material Science and Engineering

Marmara University, Istanbul, Turkey

SEPTEMBER 2006 — JUNE 2011

References

Esme Fong

Marketing and Growth Director

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