

# Beyza Ceren Gülpınar

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## EDUCATION

<b>Bilkent University</b> <i>B.S. in Industrial Engineering; CGPA: 3.22 (100% comprehensive scholarship)</i>	Ankara, Turkiye Sep. 2021 – Jun. 2026 (Expected)
<b>Universidad de Castilla-La Mancha (UCLM)</b> <i>Erasmus+ Exchange Program</i>	Ciudad Real, Spain Jan. 2025 – May. 2025

## EXPERIENCE

<b>Henkel</b> <i>Key Account Sales Intern</i>	Ankara Sep. 2025 - Present
<ul style="list-style-type: none"><li>Analyze sales data using Excel &amp; SAP to support demand forecasting, improving key account performance and strengthening operational flow.</li><li>Create performance summaries using dashboard tools, supporting informed sales decision-making and coordinating with cross functional teams to maintain 98% accuracy across order processes.</li></ul>	
<b>Philip Morris International (PMI)</b> <i>Commercial Sales Intern</i>	Remote Jul. 2024 - Dec. 2024
<ul style="list-style-type: none"><li>Evaluated regional sales performance and built automated dashboards using Excel &amp; Power BI to identify out-of-stock and budget insights. supporting planners in reducing OOS and improving supply alignment.</li><li>Interpreted commercial KPIs using data analysis, worked with the forecasting team to highlight regional inefficiencies and guided adjustments in sales strategy.</li></ul>	
<b>Ülker</b> <i>Production Intern</i>	Ankara, Turkiye Aug. 2023 - Sep. 2023
<ul style="list-style-type: none"><li>Developed an efficiency tracking interface using Excel VBA, working with supervisors to cut manual reporting by 40% and improve monitoring across production lines.</li></ul>	
<b>TÜBİTAK Space</b> <i>Project and Program Management Intern</i>	Ankara, Turkiye Jul. 2023 - Aug. 2023
<ul style="list-style-type: none"><li>Conducted research on project management approaches using risk assessment, cost estimation, financial resource management and performance analysis tools. Coordinated with project managers to develop a sector report used in planning.</li></ul>	

## LEADERSHIP ACTIVITIES

<b>Operational Research Club (OR)</b>   <i>CaseBilkent'23 Project Leader - Board Member</i>	Jul. 2022 - Jul. 2023
<ul style="list-style-type: none"><li>Organized and moderated CaseBilkent'23 sessions, collaborating with the University Rectorate to advance Diversity, Equity, Inclusion (DEI) awareness on campus.</li><li>Led the development and writing of a DEI case study, coordinating with 30+ team members to deliver the case competition and translate project results into on campus initiatives.</li></ul>	
<b>ESTIEM</b>   <i>Social and Environmental Responsibility Committee Team Member (SERC)</i>	Feb. 2022 - Jul. 2022
<ul style="list-style-type: none"><li>Supported sustainability projects, working with international committee members to raise environmental awareness.</li></ul>	
<b>Social Awareness Projects</b>   <i>Hearts 1 Leukemia 0 Project Member (K1L0)</i>	Sep. 2021 - May. 2022
<ul style="list-style-type: none"><li>Organized leukemia awareness activities through event coordination, engaging students and increasing campus reach.</li></ul>	
<b>TA Wingsun International Martial Arts</b>   Club Member with 8 level certificates.	2018 - 2020

## PROJECTS & PROGRAMS

<b>BEKO</b> <i>Senior Year Project Engineer</i>	Ankara Sep. 2025 - Present
<ul style="list-style-type: none"><li>Analyzed AS/RS production data using optimization and modeling tools, collaborating with 6 team members to improve storage allocation efficiency and develop an optimal crane scheduling model.</li></ul>	
<b>Unilever</b>   <i>Financial Minds Event Participant + Capsim Simulation Competitor</i>	Dec. 2025
<b>TIMES Competition</b>   <i>Participant in a case competition</i>	Dec. 2023
<b>Mckinsey &amp; Company</b>   <i>Take a Step Forward Program</i>	Remote   May 2024 - Jul. 2024
<b>Bain &amp; Company</b>   <i>Lead to Inspire Masterclass Program</i>	Remote   Nov. 2023 - May. 2024
<b>Bilkent University Undergraduate Teaching Assistant</b>	Ankara, Turkiye   Nov. 2023 - May. 2024
<ul style="list-style-type: none"><li>Introduction to Statistics Course Math260 Assistant, supported the coursework using statistical tools.</li></ul>	

## LANGUAGES & SKILLS

**Languages:** English (Advanced), Spanish (Beginner), Turkish (Native)  
**Technical Skills:** MS Office, Excel-VBA & Macro, Python, SQL, Xpress, Latex, Solidworks  
**Other Skills:** Violin(8+ years), Amateur photography, Martial Arts (TA Wingsun), Tennis, Yoga