

# Ata Tosun

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Enthusiastic IE student at Bilkent University aspiring to specialize in data analytics and finance. With a solid foundation in statistical analysis, consulting projects, and operations research, I am eager to apply my skills and academic knowledge in a challenging environment.

## EDUCATION

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### Bilkent University

Ankara

*Bachelor's Degree in Industrial Engineering: Full Scholarship (English)*

Sep 2021 – Jun 2026

CGPA: 3.16/4.00

- Accomplished projects related data analysis (R, Python), database programming, and project finance.

### MCI Management Center Innsbruck

Austria

*Erasmus Exchange Program: Entrepreneurship and Tourism*

March – June 2025

- Actively participated in innovative business models and sustainable tourism project within a European context.
- Took supply chain management and data science courses for IE field.

### Nilüfer Borsa İstanbul Science High School

Bursa

CGPA: 96/100 — Ranked 1905th (0.07%) out of 2.5 million students in the University entrance exam

## EXPERIENCE

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### Invent.ai

Ankara

*Junior Analytics Consultant*

Sep 2025 – Today

- Managed leading (local and global scale) retail clients by optimizing markdown and pricing decisions to increase profitability considering major KPIs such as markdown loss and sell-thru rate.
- Developed SQL procedures for automation and Tableau dashboards to monitor performance and identify insights.
- Reviewed forecasting and modeling outputs and refining them based on client-specific needs.
- Improved forecast accuracy by elasticity and seasonality analysis

### Jotform

Ankara

*Data Analyst Intern*

Aug 2025

- Led a data analysis project in the Growth Intelligence team, focusing on membership tier transitions.
- Utilized Google Cloud BigQuery to process and analyze user data along with BI tools such as Tableau, delivering actionable insights for growth strategy.

### 180 Degrees Consulting Bilkent

Ankara

*Consultant*

Nov 2024 – Mar 2025

- Working within a team to research and analyze data, optimizing marketing operations for an NGO in Turkey.

### Sense Strategy

Dubai, UAE (Remote)

*Consultant Intern*

July 2024 – Mar 2025

- Working as a consulting analyst intern at an international strategy consulting firm remotely. Conducted market research and analysis for various market entry, project finance and M&A projects in Iraq, Saudi and the UAE.
- Including drafting client's strategy plan.
- Developed presentations and reports for client deliverables, bids, and panels.

### Bilkent University

Ankara

*Undergraduate Teaching Assistant*

Feb 2024 – Jan 2025

- CS 125 Introduction to Data Analysis & IE 325 Stochastic Models & MATH 102 Calculus II. Helped students during lab hours and recitation hours.
- Graded assignments of 140 students.

### AVK International A/S

Galten, Denmark

*Product Management Intern*

June – July 2024

- Accomplished a PM internship in a global leading valve company at its international office.
- Kicked-off and led a process optimization project of valve production to avoid mishandling.

## PROJECTS

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### Optimization of Automated Storage and Retrieval System (AS/RS) — Beko Eskişehir Plant

*Senior Year Project Engineer*

- Collaborated with Beko to optimize the internal logistics of the refrigerator plant, aiming to minimize total retrieval time under increasing production volume.
- Developed a Mixed-Integer Linear Programming (MILP) model and heuristic algorithms to solve the storage location assignment and crane sequencing problems.
- Performed statistical data analysis on SKU movements and designed a Python-based user interface for scenario comparison and decision support.

### Optimization of Pumped Hydro Energy Systems (PHES)

*Undergraduate Researcher*

- Analyzed the impact of hydro-renewable energy complementarity on long-term sizing decisions by testing the model across datasets with varying resource correlations.
- Utilized a two-stage stochastic mixed-integer programming (SMIP) model to optimize the sizing of reservoir and generator capacities under uncertainty.

### Allocation Optimization Project

- Developed a model to optimize Citibike's NYC bike-sharing allocation problem with a minimal total cost while ensuring customer satisfaction.
- Implemented the model using Excel and VBA, awarded as the best project among 20 groups.

### Database Organization with SQL

- Designed and managed a fitness center scheduling database in SQL for efficient data handling.
- Implemented functionalities using Python, elevating the user experience in the scheduling system.

## EXTRACURRICULAR ACTIVITIES

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### European Students of Industrial Engineering and Management (ESTIEM)

*Data Analyst*

Feb 2024 – Mar 2025

- Created 6 dashboards to enable the internal board to monitor the network's situation through Tableau.

*Personal Development Department Leader*

May 2023 – July 2024

- Organized training-based events to develop the soft skills, while managing a team of 4.

### Research Project on Sustainability

*"Student Perspectives on Sustainability in Engineering Education: Multiple Case Study of European Bachelor's Programs in Industrial Engineering and Management"*

- The paper was presented and awarded as "Best Student Paper" at SEFI 2023 conference in Dublin.

### Case Competitions

- P&G Case Competition: 1st place in a strategy case.
- Enter the Stage: 2nd place in business simulation tournament.
- T.I.M.E.S: Attended Europe's biggest case competition. Sales and consulting cases sponsored by P&G.

### Bilkent Photography Club — Board member of Finance

Aug 2023 – Sep 2024

- Organized events and managed the club's budget while leading a team of four to find sponsorships.

## SKILLS, CERTIFICATES & LANGUAGES

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**Certificates:** English IELTS C1 (7.5), German B1+ Conversation by MCI, Advanced Excel Course, Introduction to Statistics by Stanford University, Data Visualization and Communication with Tableau by Duke University.

**Technical Skills:** Excel, Python, SQL, R, Tableau, Airflow, Gurobi, Google Cloud, Minitab, LaTeX, MS Office.

**Languages:** Turkish (Native), English (Fluent), German (Intermediate).