



Ahmet PALTA

Business Development

In 2005, I was awarded by a scholarship from Turkish Government for studying International Trade & Business in China. After a successful academic life in BLCU University, Chinese government presented a remarkable scholarship opportunity for doing my master degree on International Commercial Law in China University of Political Science and Law. During this period, for the purpose of improving my knowledge, I actively involved in various consulting projects about import & export operations. In addition to these, I also took place in investment projects between Turkey and China by giving consulting service about Chinese commercial law. Nowadays, I have been working for Burger King China as a development Sr.Manager, and my business scope is implementing re-market entry & development strategy of Burger King China.



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March 30, 1987



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SKILLS

Creativity

Teamwork.

Adaptability

Management

Active Listening

Communication

LANGUAGES

Turkish
Native or Bilingual Proficiency

Chinese
Full Professional Proficiency

English
Professional Working Proficiency

WORK EXPERIENCE

China Development, National Asset Management/ Sr.Manager BurgerKing(China) Holding Co., Ltd.

07/2013 - Present

Shanghai/China

(a) Develop and deliver the strategy for development dept, includes Cons, Alliance, Asset Management. Deliver result aslo for marketing and communication, appropriate to need and responsive to opportunity. China development continually two year recognizes as best team by BK Global (b) Set up BK China development Asset Management 5 depts working processing and chasing processing; set up Dev Asset 5 depts o-chart, tight-in KPI, scorecard; set up BK China Dev Asset analysis reporting system. (c) Set up and manage China Asset management team with high productivities for develop an existing plan for cities, trade areas opening ranking with Company owned and Franchise RE Team. Direct report to CDO. (d) China Asset and rental structure Management: 1) Archive management of old stores and establishment of asset management department processes and standards 2) Store renewal negotiations; mainly responsible for renewal negotiations of expiring store contracts, combining the store's business performance, company risk assessment, and market rent requirements to facilitate renewal; and follow-up on subsequent contract signings and renovations, which have been successful Renewed more than 50 stores in (2015-2020) year 3) Settlement of emergency asset issues involving large risks; such as the handling of the risk of forced closure of stores due to legal, property rights, and economic disputes; follow-up of owners' violation of contract terms affecting the company's rights and interests; Negotiations on rent reductions. Shops nationwide reduced rents by a total of 60 million or more in 2016-2020; negotiations and follow-ups on relocations, increases in area, or reductions in areas proactively or passively; forced or active termination of contracts in advance. 4) Routine asset matters and maintenance of owner relations; Assist the operation department to negotiate for advertising space and external promotion; assist the store to coordinate and follow up the problems that occur with the owner's daily operations: such as invoice tracking, cost changes, contract terms changes, store ceilings, air conditioning and other maintenance.

Contact: Ekrem Ozer (Burgerking China ,Ceo)

China Representative

Viya Law Co., Ltd.

02/2019 - Present

Shanghai / China

Turkish Citizenship Services, International trade, Foreign Capital Investments

Contact: Israfil Kahraman (Viya law founder)

Project Manager

Deksis As.

02/2010 - 01/2011

Istanbul / Turkey

I worked as a project manager in Deksis AS. My duty was majorly based on coordination of factory & system establishment project. Position: Project Manager • Project Experience: I was responsible for production & facility management of the company.

Internship

Economic Affairs Department of Beijing Turkish Consulate General

01/2009 - 04/2010

Beijing / China

Contact: Ilker Senel

INTERESTS

SaaS Platform

Cross-border
Pay/Trade

Alibaba Pay

Wechat

E-Commerce

ORGANIZATIONS

2018 Beijing Olympics Volunteer

<https://www.youtube.com/watch?v=IRoWuFm-zX0>

CERTIFICATES

HSK Advanced (05/2009)

高级10

Government Scholarship for Master Degree (07/2010 – Present)

China University Of Politcals And Law

KOSGEB Advanced Entrepreneurship (03/2020)

KSB012020U149G22942E

PERSONAL PROJECTS

Turkish Online Mall Web Site Platform

▣ www.turkishonlinemall.com

Cross-border Trade Consultancy

▣ www.wechatturkiye.com

Cross-border Trade Consultancy

▣ www.wechatturkiye.com

Choco Kebab Cafe& Equipment

▣ www.chocokebab.cn

Real Estate Sales Platform

▣ www.nihaoturkiye.com

EDUCATION

China University Of Politcals And Law

Economic and Law (Scholarship)

07/2011 – Present

Beijing / China

Beijing Language and Culture University

Economics and Trade(Chinese)

07/2006 – 07/2010

Beijing / China

Beijing Language and Culture University

Economics and Trade(Chinese)

07/2006 – 07/2010

Beijing / China

University of Technology

Chinese Language Course

07/2005 – 06/2006

Beijing / China