

Baris Kirkbir

UX Designer

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PROFILE

A dynamic and result-oriented sales and marketing professional with a strong focus on driving revenue and profitability in highly competitive markets.

SKILLS

Photoshop, Figma, MS Office

EXPERIENCE

Interpreter | Across Languages

2022- 2023, Ontario, CA

- Provided consecutive interpretation from and into source language to target government officials.
- Upheld strict confidentiality policy when translating personal and health matter topics.

Sales and Marketing Executive | Isas Insurance Company

2015 - 2022, ISTANBUL, TR

- Maintained and enhanced relationships with existing clients by executing proactive, innovative, and ongoing contact initiatives which result in exceeding quota YOY 20%.
- Closed new business opportunities, particularly cross-selling, and generated a new business acquisition rate by 10%.
- Managed relationships with marketing agencies create and execute digital campaigns across 2 platforms which increased the revenue by 25% in 3 months.

General Manager/Owner | Degirmen Restaurant

2008 - 2015, ISTANBUL, TR

- Hired, trained, coached, and managed 2 shift managers and 25+ staff members on customer service skills, food & beverage knowledge, and health & safety standards from opening to 2015.
- Reduced variable costs by 10% through tighter controls on overtime expenditures and inventory waste.
- Consistently exceeded monthly sales goals by a minimum of 20% by training staff on upselling techniques and identifying customer needs and responding proactively to all their concerns.
- Designed new menus based on seasonal demands in order to keep up with customer satisfaction.

EDUCATION

BrainStation | Diploma, User Experience Design

Bahcesehir University | Digital & Social Media Marketing Management Certificate Program

2017, Istanbul, Turkey

Istanbul Bilgi University | Bachelor's in Business Administration

2004 - 2010, Istanbul, Turkey