

PROFILE

CEM KÖYLÜOĞLU

Gustav Käser Middle East, member of HansenBeck Group
Location: TURKEY

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Palladium Tower, 34758, Ataşehir-İSTANBUL

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Personal Information:

Sales person / Trainer since 2017 Gustav Käser Sales Person and Trainer
▪ Since then country responsible

Work Experience

- **LASENOR** – Business Development Consultant
(1 year contract)
- **UFUK KİMYA** – Business Development & Sales Consultant
(1 year contract)
- **DSM NUTRITIONAL PRODUCTS** – Country Manager for Sales HNH
(Human Nutrition & Health for Food, Pharmaceutical, Cosmetics)
 - **DSM**
(11 years)
 - **ROCHE**
(6 years)ROCHE Vitamin and Fine Chemicals department was acquired by DSM in 2003
- **NOVO NORDISK** – Area Sales and Marketing Manager
(5 years)
- **BUSH BOAKE ALLEN** – Production Head
(1 year)

Education: B.S. in Engineering (METU-Middle East Technical University)
Food Engineering

Languages in facilitation: English

Main speciality in coaching and training workshops:

- Managing Business and Leading people in International environment,
- Business Development, entering new Markets
- Presales/ Sales/ Aftersales on all levels in International environment
- Personal effectiveness, Influential Leadership
- Developing top performing Teams, focus international environment
- Project Management (Launch of new Products, Leading (international) Project teams)

Cem Köylüoğlu challenges participants on their area of performance, move them out of comfort zone and bring them to entrepreneurial thinking, where own experiences are a base.

Who we are:

We are Gustav Kaeser, member of HansenBeck Group.

Founded upon over 300 years collective experience of passionate business experts from 25 Countries across 5 Continents.

As a global provider of business training with legacy of over 55 years, we didn't just end up together by accident. We came together because of a shared passion for personal and professional development. Our purpose of enabling people to become better versions of themselves was born out of years of joint experience. Each member of our team comes with extensive experience in senior sales, operations and leadership roles, which means that we don't just talk about theory, we speak and train from experience.

Our geographic spread and ability to train in local language as well as English, means that there are many options that we can work on to deliver the best fit for your requirements. At one end of the spectrum is local language training in your local Country for a small number of participants, and at the other end, global programs delivered simultaneously across the globe to multiple groups and teams.

Each of our experts holds a sales and training role to assure you end to end responsible person. We are all developed yearly on two global expeditions we hold to develop our expertise in behavioral change as well as understanding market and specific industry needs.