

H. MURAT ŞAKAR

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A highly accomplished procurement, operations, sales senior leader with vast experience, personal drive and energy. Confident, result oriented and analytical thinker who is adaptable to change and can operate in multicultural environments. Leads and develops his teams through structured approach, setting clear direction and empowerment. Promotes open and trusting culture to maintain high engagement within his teams.

PROFESSIONAL EXPERIENCE:

March 2005 – 31.12.2019

QNB FINANSBANK A.Ş., ISTANBUL www.qnbfinansbank.com

Executive Vice President / Purchasing & Technical Services

- Member of Finansbank's Management Board responsible for Procurement, Construction & Maintenance, Properties and Administrative Services
 - Longest serving EVP (15 years)
- Led a team of 130 people with 3 direct reports
- Managed annual procurement value of TRY 2bn via wide range of local and global supplier portfolio
 - IT: Microsoft, IBM, Cisco, Oracle, Samsung
 - Telco: Turkcell, Vodafone, Turk Telekom
 - Hardware: Verifone, Ingenico, EMC, HP, NCR, GRG, Wincor, Xerox, Kyocera
 - Services: ISS, Multinet, Sodexo, Allianz, Marsh, Acibadem health insurance, CMC call center
 - Courier: Kuryenet, Aktif, MNG, Altur, Yurtiçi Kargo, Aras
 - Automotive: ALD, Otoplan, Renault, Tofas, Peugeot, BMW, Toyota
 - Construction & Furniture: Koray, Vitra, Nurus, Delta, Molteni
 - Energy: Aksa, Enerjisa, Fina Energy
- Reorganized the procurement activities as part of the centralization strategy to create sustainable efficiency across the organization
- Achieved 51% real cost reduction over the course of last 15 years based on Finansbank procurement index
- Led the branch network growth from 170 in 2005 to 675 in 2014 with 101 and 102 new branch openings in 2 consecutive years in 2006 and 2007 which represent the fastest expansion in Turkish banking industry
- Reduced the average branch opening cost from \$650/sqm to \$450/sqm which has become the industry benchmark
- Coordinated the branch network optimization leading to 514 branches in 2019 driven by the digitalization of the banking industry
- Implemented Oracle ERP system in 3 months period which has become the best in class implementation process for Oracle
- Managed the Refurbishment Project in NBG-Serbia (200 branches) where the average opening cost has been reduced from €1200/sqm to €700/sqm (more than 40% saving)
- Led the joint procurement of ATMs and POS machines within NBG Group as a part of "Synergy in Procurement" project that generated €12 million groupwide saving
- Led the Project "New Building for Finansbank HQ" including location selection, evaluation, and final acquisition. Completed the interior design and implementation (105,000 sqm) within 6 months that enabled 1900 employees start working in Kristal Kule

2013 – 2019

BANTAŞ, subsidiary of QNB-Finansbank, Denizbank and TEB www.bantastr.com

Board Member

2018 – 2019

e-FINANS, subsidiary of QNB-Finansbank www.qnbefinans.com

Board Member

2002 – 2005

REHAU A.Ş., ISTANBUL www.rehau.de

Business Unit Manager/Construction Group

- Responsible for Sales & Marketing of the Business Unit – Construction (BAU) including Heating & Sanitary, PVC Window systems, Earthworks and groundworks
- Led a team of 30 people with 3 Regional Managers as direct reports
- Achieved a turnover growth of 275% within 3 years through resetting the strategic direction, re-organization of dealer network and the sales team which led to profitable operation for the first time in Turkey

1992 – 2002

ARÇELİK A.Ş., ISTANBUL www.arcelik.com.tr

1999 – 2002

Purchasing Manager / Central Purchasing Department

Responsible for

- procurement of components (for eight production facilities of Arçelik)
 - annual €300mn purchasing volume
 - supplier portfolio of 350 companies
 - achieved €20mn material cost reduction in 3 years
- preparation of company purchasing budget for direct materials

1995 – 1999

Senior Commodity Specialist / Central Purchasing Department

Responsible for

- reorganization of Supply Chain Management System
- procurement of electrical and electronic components (local and foreign suppliers)
 - annual \$60mn purchasing volume
 - supplier portfolio of 50 companies
- leading Supplier Quality System Audits

1992 – 1995

Purchasing Engineer / Washing Machine Plant

Responsible for

- Purchasing of aluminum and iron parts
 - Responsibility of an annual \$10mn purchasing volume
 - Supplier portfolio of 11 companies
- Cost analysis of purchased materials
- Leadership in Quality System Audits
- Issuing reports of material cost of products

EDUCATION :

Professional Development

INSEAD Strategic Management in Banking
3-14 March 2014, Paris

Istanbul Technical University

BS degree; Industrial Engineering, 1988-1992

İstanbul Alman Lisesi (Deutsche Schule Istanbul), 1980-1988

LANGUAGES:

Turkish native, German and English fluent

INTERESTS & ACTIVITIES:

- Founder & Board Member of TEDAR (Tedarik Zinciri Yönetimi Derneği) www.tedar.org.tr
- Vice President of "Historic Cars Club Turkey" www.klasikotomobil.org
- Member of Graduates' Association of Deutsche Schule Istanbul
- Senior Member of Fenerbahçe Sports Club
- Racing with classic cars
- Playing tennis, volleyball and skiing
- Guest speaker "How do purchasers negotiate?" at Istanbul Technical University, Galatasaray University, Bilgi University and Okan University

PERSONAL INFORMATION:

Place / Date of Birth : Istanbul, 15.04.1969

Marital Status : married with a son