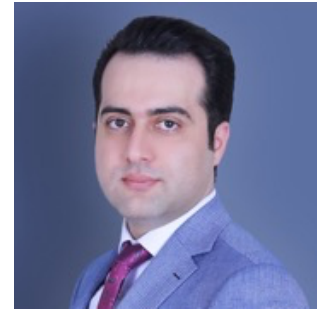


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Summary

Strategic product and service development leader with over 15 years of international experience in coordinating and delivering large global complex service and development projects in collaboration with multi-national cross-functional teams. An individual contributor with strong knowledge in IoT and software development, next to solid management and value-driven service delivery skills. Successfully delivered 8 different program initiatives, including 4 contractors next to 64 in-house employees with a budget of €14.3 million, ensuring on-time product launches that increased €24 million in portfolio revenue from Q3 2023 to Q4 2024.

Work Experience

Project Manager | Topcon positioning systems | Espoo | May 2023 – July 2025

- Managed with a novel strategy to deliver projects on time and achieve development cost savings, which generated additional portfolio revenue of €24 million and increased customer retention over 8 projects in close contact with architects, testers, business units, and external vendors.
- Acted as the main point of communication across all teams for a successful project launch of a SaaS Service Ecommerce and Network Management Solution for the GNSS correction services project worth €6.3 million.
- Continuously championed to simplify processes, reduced costs by €1.6 million for a product's profitability, while maintaining quality, revenue targets, marketing and service delivery KPIs.
- Enhanced user experience in collaboration with design team through design thinking method and applied incremental delivery through Scrum framework, ensuring scalable, secure, repeatable delivery models for sustainable service-based offerings.
- Recommended product trade-offs and a combination of overlapping IT service developments focused on customer identification, access management, and notification services to reduce costs and increase the profitability of each project from 17% to 42%.

Project Manager | Centria University of Applied Sciences | Kokkola | Jan 2023 – May 2023

- Accomplished €1.5M EU funding through horizon grant application for the IoT lab for educational use. The lab's outlines and requirements emerged by EU standards and university standards during building, equipping students with a project-oriented mindset for the pedagogical European endeavor.
- Trained and assisted spin-off companies to develop their own staff through training, which subsequently resulted in €800K more generated by the university.

Solution Architect | Centria University of Applied Sciences | Kokkola | Mar 2020 – Jan 2023

- Responsible for five innovative solutions in DigitalTwin, Situational Awareness, and industrial IoT spheres, including the Biline2 project at Kokkola Industrial Park in B2B setting, improving operational safety by 46%.
- Designed a Chemical Warehouse Management system that raised revenue by 80% for the customer in Q3 2022 to Q1 2023.
- Worked on innovative military-grade vital wireless communications, energy efficiency, and integration software solutions in technology transfer initiatives with industry leaders.
- Supported academic education, shared knowledge, and motivated next generations of engineers.

Corporate Business Advisor | TechClass | Helsinki | Jun 2018 – Mar 2020

- Executed a program raising €1.7 million in seed investment through an international initiative by Educapital.

IoT Product Manager | ZAMAN Tech | Istanbul | Feb 2016 – May 2018

- Steered the development and launch of 73 new product features for a Smart Home B2B solution, increased over \$18M in projected cumulative sales by 2019 with a 62% profit margin.

Project Manager | Asia Petro Gas (ASPRO regional vendor) | Tehran | Apr 2013 – Dec 2015

- Managed an \$8.2 million budget to increase the profitability of 93 CNG station equipment sales and service delivery.
- Implemented ERP systems and a new warehouse solution. Coordinated ISO 9000 certification and PMO implementation.

Skills

Interpersonal & Management Skills: Leadership in cross-functional and multicultural teams | End-to-end product lifecycle management experience | Business development and proposal drafting | Agile project management with a focus on iterative delivery and stakeholder value | Strategic thinker with strong problem-solving and data-driven decision-making skills | Excellent communication and presentation capabilities across all organizational levels | Experienced in change management and process improvement initiatives | Skilled in resource and schedule planning, including risk and budget management | Strong documentation, reporting, and client/stakeholder engagement skills.

Technical Skills: **Project/Product methodologies:** PMBOK, Scrum, Kanban, Waterfall, ERP, Design thinking, JTBD, ODI, OKRs, RICE, MoSCoW, Kano Model | **Compliance and standards:** GDPR, ISO | **Software System expertise:** System level Non-Functional requirement (NFR) definition, SaaS, full-stack web development, Cloud infrastructure, Solution architecture and system integration/migration, D&B, Data transformation, Database design (RDBMS), ACL and identity management, Containerization (Kubernetes, Docker) | **Hardware system expertise:** Electronics design, PCBA, semiconductors, FPGA, microcontrollers (MCU), IoT, IIoT, Machine control, wireless communication systems (LTE, 5G, Wi-Fi, Sigfox, LoRA, Zigbee, Bluetooth, NB-IoT) | **GIS expertise:** GIS, remote sensing, GNSS, and BIM technologies.

Software Tools: MS Office 365 | MS Projects | MS Planner | MS PowerBI | Salesforce | SAP S4 HANA | Arena PLM and QMS | Jira | Confluence | Slack | Darw.io | Figma | Miro | Clickup | Trello | Git | MS VScode | PostgreSQL | MongoDB | Redis | Apache Kafka | MS Azure | Amazon AWS | Windows Core | Ubuntu Server | Ubuntu Core | Docker | Kubernetes | Altium Designer | AutoCAD | ArcGIS | Topnet Live | Topnet+.

Programming Skills: C++ | Python | JavaScript | MATLAB | Ladder.

Language Skills: English (Full Professional) | Azerbaijani (Native) | Turkish (Full Professional) | Arabic (Elementary) | Finnish (Elementary).

Education

Master of Engineering, Communication Engineering

Aalto University, Espoo | Aug 2023 – current

Master of Engineering, Cloud-Based Software Engineering

Centria University of Applied Sciences, Kokkola | Sep 2022 – Feb 2025

([Thesis: SOLORENCE: Design and Development of a SaaS Platform for Consultant Solopreneurs to Manage Business with Coherence](#))

Bachelor of Engineering, Information Technology Engineering

Centria University of Applied Sciences, Kokkola | Aug 2018 – Nov 2020

([Thesis: Mantronic multipurpose IoT gateway: Design and implementation](#))

Bachelor of Engineering, Electrical Engineering

IAU, Ardebil | Jan 2009 – Aug 2011

Hobbies

Jogging, Swimming, Movies, Books, Video Gaming, Cooking