

KEMAL BERKAY TÜZÜN

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PROFESSIONAL EXPERIENCE

BNS KESİCİ TAKIMLAR

İstanbul, Turkey

Business Owner

Jan 2018 – Jan 2026

- Led end-to-end operations of an industrial metal cutting tools distribution business, overseeing commercial strategy, financial planning, budgeting, and B2B customer relationship management.
- Managed relationships with manufacturing clients, including several TİM Top 100 exporters, conducting pricing negotiations, sales activities, and supplier coordination to support revenue growth and client retention.

SABANCI UNIVERSITY (SABANCI BUSINESS SCHOOL)

İstanbul, Turkey

Part-Time Faculty Member

Jul 2025 – Jun 2026

- Instructed undergraduate courses in Operations Management and Introduction to Management, covering supply chain design, forecasting, capacity and inventory planning, project management, quality control, and data analysis using Excel.
- Ranked among the top 1% of faculty instructors university-wide based on formal student evaluations and course performance metrics.

EDUCATION

SABANCI UNIVERSITY

İstanbul, Turkey

PhD in Management (Business Analytics & Operations Management)

2020 – 2025

GPA: 3.82 / 4.00

- Dissertation:** "Reducing Food Waste Through Experimental Interventions: Consumer Choice and Retail Strategy for Near-Expiry Products" (Advisor: Ayşe Kocabıyıkoglu).
- Awarded competitive, merit-based Full PhD Scholarship by Sabancı University.
- First Place Winner, TA Teaching Excellence Award (2023), recognizing the highest-performing teaching assistant based on university-wide evaluations.

SABANCI UNIVERSITY

İstanbul, Turkey

MS in Industrial Engineering (Completed 21 credits of graduate coursework)

2017 – 2019

GPA: 3.72 / 4.00

- Awarded competitive, merit-based Full MS Scholarship by Sabancı University.

SABANCI UNIVERSITY

İstanbul, Turkey

BS in Industrial Engineering (Minor in Finance)

2012 – 2016

GPA: 3.37 / 4.00

- First Place Winner of LODER's 12th Intercollegiate Logistics Case Study Competition.
- Maintained competitive undergraduate merit scholarship throughout the duration of study.

PROJECT EXPERIENCE

ARAMA CONSULTANCY

2023, 2025

- Supported facilitation of executive search conferences involving senior leaders from domestic and multinational organizations across multiple industries.

SCOTTY (Mobility Technology Startup)

Sep 2018 – Apr 2019

- Designed a demand density-based pricing policy for a motorcycle ride-sourcing startup, improving alignment between pricing and local demand conditions.

UNILEVER (ChainReaction Undergraduate Graduation Project)

Sep 2015 – Jun 2016

- Diagnosed operational inefficiencies in co-pack (secondary packaging) processes and developed a decision-support system to improve planning and operational decision-making.

PEER-REVIEWED SCIENTIFIC PUBLICATIONS

Co-author of two 2025 publications in leading SSCI Q1 journals, investigating sustainability decision-making and operations management using experimental methodologies:

Kocabıyıkoglu, A., Gökgür, B., & Tüzün, K. B. (2025). "Cognitive Orientation and Sustainability Decisions in Operations: An Experimental Study." *Corporate Social Responsibility and Environmental Management*.

Kocabıyıkoglu, A., Göğüş, C. I., Duygulu, O., & Tüzün, K. B. (2025). "Sustainability Logic and Goals in Operations: An Experimental Study." *Journal of Business Research*, 201, 115736.

SKILLS, LANGUAGES & INTERESTS

- **Technical Capabilities:** MS Office, Advanced Excel, Python, R, SQL, ARENA, SolidWorks.
- **Languages:** Turkish (Native), English (Fluent)
- **Interests:** Gastronomy, Football, PC Gaming, Behavioral Economics, Cognitive Psychology