



Ferit Orbay

Summary Curriculum Vitae

Offer – Solutions for Customers

Ferit Orbay

> Business Intelligence

Investigating and structuring Business Intelligence solutions which have grown over the years and are no longer up-to-date or easy to understand

> Troubleshooting

Supporting customers in IT and Telecommunications, who find themselves in a difficult position:

- Deteriorating customer satisfaction
- Chaos after Mergers and Acquisitions
- Threat of or ongoing downsizing
- Threat of insolvency

Key Capabilities

Ferit Orbay

- > Managed Services and Outsourcing
- > Customer and Channel Partner Management
- > Business Processes
- > Business Management and Governance
- > Supply Chain Management

Key Skills

Ferit Orbay

> Very strong customer orientation

- Based on track record of many years of close customer interaction

> Business acumen

- Always looking for the complete business picture

> Integration Skills

- Integrate systems, people, organisational units, subcontractors to form and manage solutions

> Ability to listen, collect and correlate

> Experience with western and eastern business culture

- Worked intensively with people from: North America, Western Europe, Turkey, Israel, Hong Kong, Singapore, Japan

Industry Experience

Ferit Orbay

Worked for customers in:

- > IT Services, Consultancy
- > Telekommunikations
- > Automotive – Manufacturers and Suppliers
- > Process Industry
- > Chemicals
- > Transport und Logistics
- > Finance

Track Record

Ferit Orbay

<u>Years</u>			
7	Computer engineer (h/w & s/w)	Hofmann	
4.5	Software designer & consultant		Consultant
3	Key account manager (BASF)	Logica	Senior Consultant Senior Manager
2	Software unit manager (EDI s/w)		
2	IT consultant (financial institutions)		
4	Key account manager (Man. Svcs)	Nortel	Senior Manager
9+	Business Operations Leader		
8+	Freelance Consultant		
39+	Total work experience		

Ferit Orbay

Senior Consultant
IT and Telecommunications

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