

# Aykut Pehlivanoglu

## Automate Business Tasks. Integrations. API, Bot & Chatbot Development.

Antalya, Turkey & St. Petersburg, Russia

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### SKILLS

Automation; integrations; coding; marketing; sales; business development; project management; creating & managing teams; web, game, software design & development; remote work.

### SUMMARY

I am best known as Founder of Worth Of Web Academy. My trigger words are “automation”, “business” and “coding”. Say me these words, and I start to research, analyze, and find the pain points. I think outside the box and come up with creative solutions.

My technical and non-technical skills enable me to communicate easily with all stakeholders. I have worked on hundreds of IT projects since 2006. I have the ability to learn new procedures quickly and efficiently. I am comfortable with solving complex problems under strict deadlines.

### EXPERIENCE

#### **Acquisition Station, San Diego, CA, USA (Remote) - Operations Director**

AUG 2016 - JUL 2017

- Spearheaded the automation efforts: analyzed the processes, found the bottlenecks, removed obstacles so business could scale.
- Increased the efficiency of the brokerage service by developing a custom software which handles repetitive tasks. Created an automated buyer dashboard system and an affiliate marketing program. Developed team collaboration and project management systems.
- Involved in marketing, systems management, business development, and administration. Played a key role in renewing the website, logo, and corporate identity.

#### **Acquisition Station, San Diego, CA, USA (Remote) - Marketing Director**

FEB 2015 - AUG 2016

- During my time in this position, my deals generated \$1.5M worth of transactions which correspond to 75% of the overall company revenue.
- Improved the network of the company by creating new channels, adding new contacts, and improving the lead tracking systems.
- Made detailed market research, started conversations with both buyers and sellers, and created a constant flow of new leads.

## **Worth Of Web Academy, Online Project - Founder & Manager**

JAN 2011 - PRESENT

- From its first day to this day, I have marketed, designed, programmed, and developed it.
- Calculator part has evaluated 10,700,000+ websites so far, and it is the world's #1 website value calculator.
- Its Alexa Rank was once 4,000, and it has been under 50,000 for the last years.

## **PB Bilisim / Inbound Engineer, Ankara, Turkey (Remote) - Co-Founder, Owner & Manager**

JUN 2007 - PRESENT

- Managed the company in every way to this day. I have been operating alone for the last couple of years. Recently, I am using the Inbound Engineer brand.
- In total, company and I got involved in hundreds of IT projects in various sizes (web, game, software design & development; digital marketing; automation; consultancy; graphic design; creating animations; domain & hosting; data entry; content management). We had hundreds of happy clients from Turkey and abroad.
- There were times it was a one-man show for me and there were times I had a team of 30 people. I worked with freelancers from all around the world including talents from Turkey, Europe, North and South America, and Asia. In all projects, I was the project manager.

## **Gametator / PB Game Studios, Ankara, Turkey (Remote) - Co-Founder & Manager**

JUL 2006 - AUG 2015

- We developed online and mobile games for our clients and ourselves. Our most successful game, Kiba League, has been played over 500 million times.
- In all of these game projects, I was the project manager. In some of them, I also helped with the development of the algorithm, in some of them, I programmed web related micro-sites and other bridges between game and servers. In some of them, I designed the whole game or some interfaces.

## **EDUCATION**

### **Middle East Technical University, Ankara, Turkey - Chemical Engineer, B.Sc.**

SEP 2001 - JUN 2005

## **LANGUAGES**

**English:** Proficient user (C2); **Turkish:** Native speaker;

**French:** Basic user (A2); **German:** Basic user (A1); **Russian:** Basic user (A1)

## **MORE**

**Publications:** I wrote a book about marketing, entrepreneurship, and project management.

**Interviews:** I gave interviews to famous websites like Business.com, Media Shower, Advisor TV, etc.

**Portfolio:** Please check my portfolio for certificates, courses, other skills, and more details.