GAZI MEHMET EMIN ADANALI

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Strengths:

- ✓ **Teaching** (collegiate level) and **Psychological Therapy & Physical Fitness** credentials and experience.
- ✓ Accurate **decision-making** ability providing immediate solutions to imminent and long-term problems.
- ✓ **Creative thinking** ability to find solutions to the existing and/or new problems and applications.
- ✓ **Detail-oriented** with excellent **analytical**, **critical** and **problem-solving** skills.
- ✓ **Well-organized**, **hard working**, **self-motivated**, and **disciplined** person.
- ✓ **Managerial** experience of up to 136 people in various projects.
- ✓ **Trilingual** in oral and written English, French and Turkish.
- ✓ Excellent **written** and **verbal** communication skills in these three languages.
- ✓ **U.S.A. & Turkish** citizenship.

Work Experience:

BOĞAZİÇİ UNIVERSITY, Istanbul, Turkey, August '10 – Present
Instructor, Film and Media Institute & Faculty of Humanities Social Sciences, Western Languages and Literatures Department

SELF-EMPLOYED, Istanbul, Turkey, December '04 – Present
Psychological Therapist & Physical Fitness Instructor

BÜMED-AKADEMİ, Istanbul, Turkey, August '13 – August '23
Instructor

BİLGİ UNIVERSITY, Istanbul, Turkey, August '13 – August '18
Instructor

THE SCHOOL OF LIFE, Istanbul, Turkey, August '14 – August '15
Instructor

DENOR Ltd., San Francisco, CA & Istanbul, Turkey, March '86 – December '18
Founder & sole owner; acting as the strategy and new business development consultant and financial & IT advisor; worked through home office and traveled extensively; established new customer base using a variety of tools including through telephone, fax, mailing, and interviews; conducted financial analysis on forecasts and investment budgets; implemented IT systems for ERP, CRM, inventory tracking and production applications; acted as a liaison between foreign investors & companies for joint-venture opportunities; executed transactions in Europe.

Elize Fish Farming & Trading, Inc., Bodrum, Turkey, December '06 – August '08
Acting as the financial and business development consultant mainly related to long-time financial stability in conjunction with the viability, efficiency and sustainability of the fish production and the exports.

KENET Information Systems, Ltd., San Francisco, CA & Istanbul, Turkey, August '02 – December '06
Acted as the strategy & business solutions consultant/director for an ASP company providing customized ERP systems; developed a strategic market penetration plan and prepared a 5-year business growth plan.

e-PIT, Inc., San Francisco, CA, August '00 – July '02
Designed and prepared a 5-year plan that is modeling -also consisting of- the templates for the departmental budgeting and forecasting process, the capacity-based commissions allocation and an input-driven, fully automatic and dynamic revenue generation model that is based on the customer bookings that account for the time lag between bookings, revenue, and cash flow. The in-house designed software by myself was sold in the market for seven figures.

e-Voice, Inc., Menlo Park, CA, November '99 – August '02
Assisted and later acted in lieu of VP of Finance to prepare the business plan and the budget for fiscal 2000 and to create its presentation to the board; also designed the compensation plan (pre-IPO company) to determine the level of 'salary and options' offers to new hires within the 2000 budget; worked on the forecast of the business plan for fiscal 2000.

Chela Financial, San Francisco, CA, November '99 – May '02
Designed and developed templates in VB for bond service information tracking, I/O functions and management reporting; enabled these templates to interface with Sun Microsystems Accounting Software for information upload; redesigned the automated download process for bond services data flow systems.

Eric Nath & Associates, San Francisco, CA, October '99 – October '04
Conducted business valuation analysis for many companies across many industries, evaluated their worth and positions in their respective industry segments; identified their strengths and weaknesses; analyzed their balance sheets and income statements; estimated their projected growth potentials.

FastTrack, South San Francisco, CA, September '99 – December '99
Worked on the budget preparation and presentation, forecasting and cash flow analysis for fiscal 2000; created multiple interactive automated spreadsheets for different scenarios and assumption levels.

Aspect, San Francisco, CA, October '98 – August '99
Worked on the budget preparation and presentation, forecasting and cash flow analysis for fiscal 1999; prepared a profitability and a valuation analysis for the sale of Sky Tours travel agency, a subsidiary of Aspect, with $7 million in revenues. That sale concluded successfully.

Cotelligent, San Francisco, CA, October '98 – December '98
Designed the methodology and written the code in VB for a finance project where several budget templates are first loaded into an Excel spreadsheet, then processed and readied for 'SQL-Time' data upload.

BankAmerica – Corporate Treasury, San Francisco, CA, September '98 – October '98
Worked on the hedge identification of swaps with 1-to-12-year duration, based on the Monte Carlo computer model.

SPL World Group Consulting, San Francisco, CA, May '98 – September '98
Designed the methodology for a finance project and implemented it to integrate the accounting information from several global and domestic business units into Oracle; designed a spreadsheet and programmed it to load Quick Book extracts into an Excel data upload sheet and then into the Oracle database.

Dresdner RCM Global Investors, San Francisco, CA, April '98 – May '98
Analyzed FX transactions to ensure error identification and correction due to migration of an old system.

Genstar Container Co., San Francisco, CA, February '97 – February '98
Reconciled and documented 'Finance Lease and Fixed Assets' accounts using Oracle database and Access software for analysis of data between 1995 to present; prepared an interactive spreadsheet for tracking and reporting purposes to the management; the scope of the project was $100 million to $1.6 billion per month.

Pacific Bell, San Ramon, CA, November '96 – January '97
Prepared the new budget ($6-$10 million per division) for fiscal 1997 while participating to the budgetary reorganization (based on 'resource orientation') of Customer Care Operations that is in charge of all product services in the company.

State Street Bank, Alameda, CA, September '96 - November '96
Designed and implemented data communication between the mainframe and the desktop software for real-time trading of mutual funds and reporting within the company, created an interactive database using VBA.

Brobeck, Phleger & Harrison, San Francisco, CA, July '96 - August '96
Assisted in the management of a new client's project and performed financial analysis on the case.

First Data Corp., Palo Alto, CA, April '96 - July '96
Audited the worksheets for the 1996 budget; analyzed the forecast; conducted variance analysis; designed and implemented an Excel spreadsheet for management reporting, data forecasting and tracking; programmed it with VB to ensure accuracy.

HarperCollins Publishing, San Francisco, CA, January '96 - March '96
Prepared the budget for fiscal 1997 by analyzing previous years' financial and current forecast information.

Visa International, Foster City, CA, July '95 - December '95
Prepared a methodology for the upgrade of substandard and/or obsolete desktop PC workstations and the replacement of Macintosh workstations in order to improve systems management of Visa's client/server environment; developed the strategy and conducted a financial analysis for the standardization project; advised on how to overcome the obstacles that may arise due to the potential and substantial user resistance.

Pacific, Gas & Electric Co., San Francisco, CA, December '94 - June'95
Provided process design & facilitation and analytical support for the conversion process from 'time-of-use' to 'solid-state' billing system; audited the interactive spreadsheets and designed & developed a system coded in Visual Basic for: monthly and yearly tracking of billing systems data, error tracking in accounting and delayed data processing, performance measures of staff, process control purposes and also statistical financial data collection; interfaced with present LAN/WAN to extract data, worked on the present client/server; established a team work environment to ensure full support and cooperation of the staff; coordinated information flow; trained and supervised data entry personnel; provided recommendations for new procedures and implementations based on their cost effectiveness.

The billing system established in this case has stayed continuously in use for more than seven years, until its upgrade in July 2002, which is, in and by itself, an unheard of and a stellar IT project and software design accomplishment to be achieved by one person and one person alone, especially given the scale of the said company which was the largest utilities company of the U.S. of A at the time.

Intermedia Cable Partners Group, San Francisco, CA, November '94 - December '94
Worked on a specific low-income market expansion project, analyzed regional returns and profitability margins for forecasting.

McKesson Drug Co., San Francisco, CA, January '94 - November '94
Started as a junior member of the consulting team reengineering the contract administration department in the aftermath of the recession; handled all the aspects of the contracts between McKesson and its suppliers and retail chains, also with State of California; provided feedback to the consultant team and VP on the daily activities' progress and efficiency; worked on performance measurements of the staff; recommended new implementations and procedures, calculated their probable impact and evaluated the results; coordinated information flow between upper management and consultant team; planned and designed spreadsheets with Lotus 1-2-3 and graphics presentations; acted as liaison between Coopers-Lybrand and McKesson management in the pertaining aspects of the project.

Computer Skills:

- Development Platforms: Visual Basic .NET, VB for Applications, Java, SQL, Dbase, Fortran
- Microsoft Office Wizard
- Operating Systems: PC and Mac

Academic & Personal Achievements and Attributes:

- **Teaching Assistant**: Taught undergraduate classes in Mathematics and Organic Chemistry courses and "Innovative Thinking" and "Comics as Literature" elective courses for English prep division students throughout my MBA education.

- **Assistant Instructor**: After starting up my own company and dived into the working environment, taught "Entrepreneurial Management", Computer Science 101 and 102 and Finance 101 and 102 to undergraduate students @ SFSU.

- **Thesis**: Research on comparative analysis titled "Risk Premium vs. Total Return Efficiency Frontiers in Japan and Germany between 1974 –1990"; completed as a requirement towards M.B.A. degree.

- **Research Project** for UNESCO titled "Paint & Varnish Industry in the Developing Countries: Turkey"; completed as a requirement towards B.S. in Chemical Engineering degree; received **top honors**.

- **Founder** (1989) and **President** (1989-1992) of the Turkish Student Association, San Francisco State University.

- **Founder** (1983) and **Captain** (1983-1988) of Bogazici University Alpine Skiing Team; gained several city, regional and national championships and rankings; competed in the national winter olympics team selections.

- **Underwater (Hyperbaric) Environment / Scuba & Free (Apnea) Diving:**

  - Scuba Instructor certifications: NAUI, PADI, DAN; also, First aid/CPR and O_2 provider.

  - Participated to various research & archaeological expeditions in conjunction with local and U.S. university projects in Southern & Northern & Baja California shores, Yucatan (Mexico) peninsula shores and cenotes (caverns).

  - Participated in many REEF organizations across Americas and Pacific & Atlantic coasts.

  - Participated in DAN research studies such as "Diving and Aging", "Recreational Dive Professionals Study", "Project Dive Exploration" and "Flying after Diving - Micro Bubbles".

  - Taught and certified several students during the last 20 years in scuba and free diving.

  - Developed and applied first underwater work guidelines and safety rules in fish farm operations in Turkey; also designed and taught lectures under the subject of "commercial underwater work environment, risks and safety procedures in Turkey".

  - Designed elective course schedules called "Underwater World and its Exploration through Safe Diving Practices" and "Creating a Safe Diving Environment and its Sustenance" which entails safety principles and basic first aid and medical issues related to underwater environment and scuba diving.

Education:

SAN FRANCISCO STATE UNIVERSITY, San Francisco, CA, U.S.A.
MBA, **Finance & International Business Management**, January 1993

BOGAZIÇI UNIVERSITY, Istanbul, Turkey
BS, Chemical Engineering, January 1989

GALATASARAY HIGH SCHOOL, Istanbul, Turkey
French Baccalaureate C Equivalency, June 1983

References available upon request.