

ENGIN YAZICI

Petroleum Engineer | Project & Financial Management

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**Summary**

Professional over 22 years of experience in big corporate energy and construction companies in Turkey. Experienced mainly in gas operations, installations, pipelines, business development, financial management, marketing and sales

**Skills**

Gas Engineering, Installations, Pipeline, Project Management, Business Development, Financial Management

**Education**

**Istanbul University, School of Business** Financial Management 1998-1999

[**Istanbul Technical University**](http://www.itu.edu.tr/)Petroleum and Natural Gas Engineering 1988-1992

**Work History**

**Project Manager,** Aksa Enerji Ağrı Natural Gas Distribution Company 06,2017 to 11,2018

* Leading departments of 58 employees of which 2 engineers and 6 supervisors
* Managing sales, marketing, financial and technical departments in the company
* Organising marketing activities and increasing subscription from 800 to 5.000
* Timely reading of gas meters and delivering 5.000 customer invoices monthly
* Organising sales campaigns and increasing sales from 41 millions to 53 millions
* Achieving to supply gas to 4.200 building facilities in accordance with regulations
* Following up receivables of the company and achieving the collection of 42 million
* Preparing 28 millions of company budget and submitting to the board of directors
* Achieving 2 millions of cost reduction in the company by applying related measures
* Establishing total quality management applications and executing health&safety plans
* Constructing and commissioning 22 km. steel pipeline and 160 km. polythene pipeline
* Monitoring and achieving material stock level less than 3 percent of investment budget
* Achieving intervention time less than 15 minutes for 3.500 notices in customer service
* Auditing financial transactions in the company and approving payments to third parties
* Preparing progress payment of contractors and confirmation of payments to contractors
* Dealing with customer complaints strictly to maintain unconditional customer satisfaction
* Establishing gas distribution network, gas dispatching, instrumentation and gas balancing
* Company representation in public platforms, corporate events and professional gatherings
* Determining amount of pipe, fittings, valves, district regulators for each year of investment
* Supervising leak detection, maintenance, valves, cathodic protection and pressure regulation
* Controlling facility projects, calculations, drawings, field inspections, tests and burning devices
* Inspecting construction, hydrostatic test, commissioning, piping, installations and instrumentation
* Specifying control valves, shutdown valves, flow meters, regulators and analysers/chromatographs
* Specifying and sizing for pressure vessels, heat exchangers, pumps, heaters, filters and compressors

**Business Development and Operation Manager,** Delta Construction Company 05,2014 to 05,2017

* Leading a team of 96 employees of which 3 engineers and 8 supervisors
* Managing accounts receivable and payable transactions across all divisions
* Monitoring cost against budget monthly and taking initiative when dismatch arises
* Arranging payment plans with purchasing department and accordingly make payments
* Determining the material and service needs of the projects and fulfilling the purchasing
* Preparing cash flow statement,valuation and evaluating projects financially by using ROR
* Achieving 72 millions of sales. Identifying the most suitable target markets and customers
* Technical evaluation of proposals received from vendors and preparation comparison table
* Developing short and long-term sales plans consistent with the company’s goals for market
* Building and maintaining good relationship with existing clients to explore new opportunities
* Negotiating pricing, contracts, terms&conditions and procuring of all machinery and services
* Developing marketing plans, customer target plans, and competitor analysis and actions-plans
* Monitoring financial transactions and following up the finance team to collect customer invoices
* Maintaining and building long-term relationships with key clients and developing new accounts
* Preparing the cost estimate, overall cost summary, cash flow and presenting them at meetings
* Budgeting of ongoing projects including building constructions, wholesale gas sales, gas business,

waste water treatment plant, drinking water treatment plant and water distribution network

**Senior Project Engineer,**  Palgaz Natural Gas Distribution Company 06,2008 to 03,2014

* Organising sales campaigns and increasing sales from 82 millions to 129 millions
* Negotiating contracts, terms with clients and updating existing client agreements
* Organising marketing activities and increasing subscription from 40.000 to 110.000
* Construction and commissioning 43 km. steel pipeline and 350 km. polythene pipeline
* Preparation of cost management, process improvement and manpower resources plans
* Achieving 82 millions budgeted projects in accordance with the project target schedules
* Arranging payment plans with purchasing department and accordingly making payments
* Planning, executing, finalisation of projects in line with strict deadlines and within budget
* 43 km. of steel pipeline and 350 km. of polythene pipeline construction and commissioning
* Preparation of budgeting, cost estimation, calculations, simulations, drawings, documents, etc.
* Networking and company representation in industry related events and professional gatherings
* Preparation of risk management, procurement management and stakeholder management plans
* Completing 65 millions budgeted projects in accordance with the project target completion schedules
* Developing and managing the project execution plan, project procedures, and control of work practices
* Continuous monitoring of material orders, planning, material stocks availability, safety requirements,

quality executions, timely billing, change orders, as built to ensure smooth and profitable operations

* Inspecting technical activities such as engineering, project, design, field operations, maintenance&repair,

gis&mapping, domestic and industrial piping installations, cathodic protection and hydrostatic testing

**Senior Project Engineer,** Aksa Energy Beygaz Gas Distribution Company 04,2005 to 06,2008

* Preparing connection line pricing and proposing for eligible customers
* Responsible mainly for following-up and collecting all receivables of the company
* 76 km. of steel pipeline and 210 km. of Polythene pipeline construction and commissioning
* Following company process flow charts and interact with other departments when required
* Ensuring quality & HSE procedures are applied and followed during project preparation and execution
* Achieving company targets,60 millions of sales, 350 millions sm3 of gas selling and 17.000 gas users
* Inspecting activities such as engineering, project design, field operations, maintenance&repair and gis&mapping
* Establishing construction, operation, installation, maintenance, customer relations and engineering departments
* Managing all budgets, schedules, scope development, design, construction contracts, documents and procedures
* Developing short and long-term forecasts, budgets, strategies and marketing programs to meet company targets
* Monitoring and confirming financial transactions, following up the finance team to insure timely collection of invoices

**Project Engineer,** Pegi Teknik Energy Consultancy Company 10,2001 to 04,2005

* Supervising 40 km. steel pipeline construction of Enron energy company
* Ensuring field feasibilty studies before the installation on necessary projects
* Designing and constructing facilities such as firefighting, ventilation, heating and cooling
* Prepare bid documents, cost estimates and pay-back calculations for construction projects
* Supervising calculations, permits, right-of-way, pipe laying, hydro-static and air-gas testing
* Preparing cash flow statement, valuation and evaluating projects financially by using ror method

**Field Engineer,** İgdaş-Istanbul Gas Distribution Company 04,1993 to 07,2001

* Inspecting all sorts of natural gas field operations like hot-tapping, Tie-in, etc.
* Managerial and technical inspection of the technical operating offices of the company
* Taking active role in inspecting, testing and commissioning of 30’’ 75 km. steel pipeline of IGDAŞ
* Designing, constructing and commissioning steel and PE pipelines to establish gas distribution network

**IT skills**

AutoCAD, sap, ms project, primavera P6, excel, word, gasworks

**Languages**

Advanced level English

**Courses and articles**

BOTAS Ankara 1997

ITALGAS Torino 1999

LPG Kocaeli 2013

**Courses financially attended are as below**;

Accounting, Capital Budgeting, Financial Management, Economics, Capital Markets, Credit Management,International Finance, Money and Banking, Business Taxation, Derivatives, International Trade Finance, Advance Issues in Finance, Management, Statistical methods in Business, Numerical decision making techniques

**Paper;** storage of natural gas, natural gas magazine, issue no: 58, 1995

**Interests**

Scuba diving, reading historical novels