

PROFESSIONAL PROFILE

UMUT GÜL

International B2B Sales

EUROPE, MIDDLE EAST & SOUTH ASIA

International sales professional with experience since 2014 across Western and Eastern Europe, Turkey, the Middle East, India and Pakistan. Experienced in field-based customer development, distributor networks, complex products and full sales-cycle coordination.



📍 Kleve, Germany

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PROFILE

My work centres on products and services that require explanation, application understanding and close coordination. I remain involved from prospecting and needs analysis through quotation, order follow-up, delivery and after-sales support, working with R&D, production and other departments when issues need to be resolved.

EXPERIENCE

08/2021 - Present

KCI GmbH

Sales Manager | Turkey, India & Middle East

Sales and market development for process-industry media, digital platforms and international B2B communities.

12/2018 - 08/2021

Pulver Powder Coatings

Area Sales Manager | Eastern Europe & India

Distributor and industrial-customer development for powder coatings and surface-finishing applications.

10/2016 - 12/2018

EGGER Group

Sales Executive | Turkey

Distributor management and market development for OSB, roofing products and wood-based building materials.

01/2014 - 10/2016

Sentez Group Packaging

International Sales Executive | EMEA

International key accounts and export-market development for flexible, corrugated and cardboard packaging.

CORE EXPERTISE

- International B2B sales
- Market and business development
- Distributor and channel management
- Key account management
- Complex product sales
- Field sales and customer development
- End-to-end sales and after-sales coordination

INDUSTRIES & MARKETS

- Process-industry media and B2B communities
- Powder coatings and surface finishing
- Wood-based panels, OSB and building products
- Flexible, corrugated and cardboard packaging
- Western and Eastern Europe, Turkey, Middle East, India and Pakistan

EDUCATION & LANGUAGES

MBA, Business Administration
Maltepe University, 2015-2017

B.Sc., Forest Industry Engineering
Istanbul University, 2008-2013

Languages: Turkish - Native |
English - C2 | German - C1

VOLUNTEER & COMMUNITY

Since 2023, weekly volunteer at Caritas Kleve Sprachcafé, supporting Ukrainian refugees with German language practice and cultural orientation. Featured by Rheinische Post, Caritas Kleve and ARD/WDR Lokalzeit.