

ŞULE YALÇIN

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PROFESSIONAL EXPERIENCE

SCHULEE CONSULTING

Feb 2023-Present

Founder

- Building projects to help individuals who have developed social responsibility to make conscious career choices, pursue national & international internship experiences, and develop entrepreneurship skills for their future.
- Designing tailor-made “Career Development and Social Responsibility Trainings” for university and high school and students.
- Developing, writing, and managing EU-funded projects, ensuring alignment with program objectives and successful project implementation

SABANCI UNIVERSITY (SU)

Oct 2003 – Feb 2023

Career Development and Alumni Relations Manager (Feb 2009 – Present)

Career Development Consultant (Oct 2003 – Jan 2009)

- Establishing strong and mutually beneficial partnerships with corporate and multinational companies. Brought on-boarding operations into full compliance which sustained key relations with an average of 350 clients annually. Resulting in a generation of increase on project based local / global internships and the creation of lucrative business opportunities.
- Closely coordinating the internal communication among deans, student clubs, volunteer students, faculty members and related administrative staff according to the need analysis. Designing and delivering leadership, team building, changing management, on-boarding training programs.
- Leading a full-service Career and Alumni Centre consisting of 5 staff servicing 13000+ alumni and 650 students.
- Developing career related events with the necessary goals and objectives. Monitoring and supervising the scope of career services and plans such as campus interview days, career counseling, mock interviews and online career platforms for current students and recent graduates.
- Developing personal connections through excellent communication with students and employers to evaluate and create "Best Right-Fit" placement opportunities.
- Coaching, mentoring and managing a staff of as many as four to meet and excel campus and corporate placement expectations for as many as 645 students and graduates. Executed strategies resulting in the achievement of 95% target placement internship acquisition.
- Consistently measuring the success of the department through key metrics and the ability to achieve weekly, monthly and annual goals.
- Executing strategies to ensure efficiency in alumni engagement. Successfully obtaining Erasmus+ project funds from European Union. Utilizing €350.000 to standardize and plan the necessary procedures for students. Resulting in finding suitable organizations to generate effective opportunities for international internship and exchange programs.
- Establishing a standardization in project framework and integrated EU program regulations. Resulting in enhancement of student’s professional skills while creating the opportunity for the students in international internship experience and networking.

- Conducting internal and external surveys to better understand the environment and the industries to develop strategies and create career-related programs for key positions, increasing the company's future leader pool.
- Collaborating with student clubs / ambassadors and social media to raise the exposure of the events. Resulting in maintaining an 85% satisfaction rate in line with implementation of quality measures.
- Developing and executing plans and activities for alumni to generate professional and financial support.
- Oversees the planning and execution of alumni activities in targeted regions (San Francisco, New York, Boston, Munich, Zurich, Amsterdam and London) and with sector specific priority groups across the country and abroad to establish strong international relationships and potential strategic partnerships with alumni.
- Increased professional networking opportunities amongst 13.000+ alumni by deploying a new, web-based system. Resulted in significant collaborations between the alumni and the university while developing the exposure of the University's worldwide branding.

NTSR (INFORMA PLC) FAIR CONVENTION & CONGRESS CENTER

Mar 2000 – Sep 2003

Project Director

- Conducted extensive market analysis and redesigned the strategic market goals and product sub-categories to enhance brand consistency. Evaluated competitive landscape and agricultural trends resulted in continuous strategic alliance partnerships with corporations and associations generating an average of €300.000 worth of sales.
- Developed and standardized procedures to improve branding and create more efficient operations including various events and exhibitions resulted in the successful and continuous establishment of Turkey's first international agriculture fair.

ENZA ZADEN WORLDWIDE

Apr 1996 – Jan 2000

Head Breeder

- Conducted an extensive market analysis to develop new vegetable varieties.
- Managed an average of \$100.000 development budget for product trials in various countries to achieve effectiveness and competitiveness in the market. This resulted in increased exposure of the products and the promotion of brand quality generating opportunities in local and international markets.

CONSULTANCY & VOLUNTEER EXPERIENCE

HR Consultant | The Presidency of the Republic of Turkey, 2019-2020

Published/Co-authored a book for the effective structuring of career development centers as a best practice guide sent to the rectors of 131 state and 78 foundation universities in Turkey.

Reference: Yalçın, Ş. (Ed.) (2019). Üniversite Kariyer Merkezleri El Kitabı. Ankara, ISBN 978-605-80339-0-0

Advisory Board for Education & Member | Antalya Private Schools, 2019-2020

Established the vision and the standards to ensure the quality of the education in Antalya Private Schools during the reopening process.

Member / President of Bostancı Rotary Club (2017-2018) | ROTARY INTERNATIONAL, 2005-2024

Developed ongoing relationships with various non-governmental organizations and managed significant local projects related to youth leadership, adult literacy, refugees and environment.

EDUCATION

Arel University, Istanbul PhD Candidate in Business & Administrative	2019-2024
Cukurova University, Adana Master's Degree in Horticultural Crops, Faculty of Agriculture	1995
Wageningen University, Netherlands Dissertation Research on Plant Biotechnology	1994
Ankara University, Ankara Bachelor's Degree in Horticultural Crops, Faculty of Agriculture	1992