

EBRU SEVER

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EDUCATION

Boston University Questrom School of Business Boston, MA
Bachelor of Science in Business Administration and Management
Double concentration in Strategy & Innovation, and Marketing
Projects: BU Innovation Tournament; CORE New Product Challenge

May 2017

WORK EXPERIENCE

Entrepreneurs Roundtable Accelerator New York, NY
Project Assistant

August 2017 – July 2018

- Worked on creating new expansion opportunities for ERA Global, through joint venture opportunities, both private and government partnerships, worldwide.
- Oversaw ERA Global's operations and expansion across Europe and South Korea, while also actively seeking and evaluating new investment opportunities.
- Engaged / Worked with C-Level executives regularly.
 - Responsible for
 - Seamless on-boarding of new startups by giving them an overview of how ERA operates, providing training on how to use internal tools, and educating the startups on how to best utilize our network.
 - Compiling feedback from the startups, being a part of the debriefing process, and sharing any insights/recommendations that will improve the startup experience.
 - Monitoring and tracking progress, such as delivery deadlines, burn rate, and updating KPIs.
- Worked with portfolio companies on their business development projects/initiatives.
 - Created email campaigns; gathered leads; conducted research and analysis related to market environment and business development opportunities.

AKMADEN, Sibelco Group Mugla, Turkey
Market Research Associate

May 2016 – February 2017

- Supported team members in all necessary aspects of research execution.
- Identified new emerging market trends and client/investors' interests.
- Utilized effective communication skills in-person, over the phone and via email with internal and external clients.
- Designed survey drafts and created first versions of results decks.

Pekpan, PEKSA Group Aydin, Turkey
Exports Intern

June 2015 – August 2015

- Kept track of customer base, created profiles & traced their orders and requests. Followed up customer complaints and coordinated workflow between departments.

IS Investment Bank Istanbul, Turkey
Equities Trading Intern

June 2014 – August 2014

- Shadowed brokers and gained basic understanding of the trading process, then practiced trading using the basic principles learned.
- Analyzed various company backgrounds to provide information to the traders about investments.

LEADERSHIP & VOLUNTEER EXPERIENCE

ROTARACT, Rotary International Istanbul, Turkey
Volunteer

January 2011 – December 2017

Innovate @ BU Innovation Tournament Boston, MA

October 2016 – April 2017

- Improved ability to lead and manage an innovation team by practicing user-centered design approach and process.
- Conducted an empathy research, constructed problem statements, POVs, hassle maps by using these observations and customer insights.
- Created journey maps, service blueprints & brainstormed 'How Might We's to improve customer experience.
- Practiced effective brainstorming sessions, rapid prototyping & experimentation.
- Presented/Pitched *StudentLet*: a safe, easy to use platform designed specifically for students who aim to sublet or sublease.

JAGS, Junior Achievement Worldwide Istanbul, Turkey
Vice President

January 2009 – June 2013

- Trained for JA Europe Company of the Year Competition, twice.
- Started as an assistant and became vice president of the project by end of 2011. Led a team of 20, gave feedback and reported resolutions to the head of the JA project.
- Raised funds by selling *Zipper Gloves* at school events around Istanbul and donated the proceeds to Tohum Autism Foundation.

MEMEDER Breast Cancer Foundation Istanbul, Turkey
Member

September 2008 – June 2013

- Informed clientele by doing presentations at high schools and attending public events, such as Istanbul Fashion Week.

SKILLS

Fluent with Gsuite products, Microsoft Office Suite, and additional data storytelling tools.

Language: Fluent in English & Turkish

Personal Interests: Skiing; Travelling; Healthy Living; Behavior in developing countries; Social entrepreneurship