

Contact

www.linkedin.com/in/emadnasher
(LinkedIn)

Top Skills

Microsoft Excel
Microsoft Word
Sales

Languages

English (Professional Working)
Arabic (Native or Bilingual)
Dutch (Elementary)
Turkish (Limited Working)

İmadeddin Özcan

Field Ready Turkey-Director
Turkey

Summary

(All views mentioned on my profile are my own)

Experience

Field Ready Turk#iye
Managing Director
November 2020 - Present (3 years 3 months)
Turkey

Main Responsibilities:

- Management and leadership of Field Ready's Innovation Projects in the area.
- Line managing in-country project manager and team, including logistical and legal support.
- Provide direction to the team; through close collaboration between Middle East Impact lead and the engineering team, ensure focus on results and gathering evidence to improve and prove efficacy of local manufacturing model.
- Oversee Budget management, financial management, reporting and donor administration.
- Line managing experts, engineers, students and researchers who will support the project through specific in-kind contributions.
- Support communication activities, with a focus on sharing results to make the case for wider adoption of local manufacturing approach.

POINT Organization

1 year

Partnerships Manager
July 2020 - November 2020 (5 months)

- Create and develop a partnership plan as per the available resources and suggest new ways of resource mobilization.
- Identify useful partnership resources/materials.
- Establish links and build relationships with funding organizations and local NGOs and authorities in Turkey, Iraq, Yemen, Syria and any other new missions.

- Manage the partnerships and Liaison coordinators/officers in the countries of POINT operations.
- Take the lead on preparing the proposals and service provision submissions to the target partners.
- Contribute in reviewing the grants and service provision agreements and taking the lead of discussing any comments with the partners accordingly.
- Represent POINT in coordination and partnership events
- Take a lead role in ensuring sub-partner capacity is sufficient in case of the need to respond to acute emergencies.

Partnership and Grants Coordinator

December 2019 - July 2020 (8 months)

Turkey

- Manage and strengthen partner relationships.
- Identify potential partners and maintain an up to date potential partner database.
- Maintain regular communication and schedule regular visits to the partner offices to ensure consistent relationships, up to date information, and ongoing two-way feedback is being provided and received.
- Promote an atmosphere of mutual respect and development among partners – including facilitating information sharing between POINT's partners and established relationships.
- Facilitate the meetings to review and update the partner monitoring plans including scheduling the meetings, updating the plans and coordination and follow-up with the relevant departments within POINT.
- Development of POINT's partnership management system and approach
- Responsible for quality control of funding processes and partners' communications, i.e., acts as last quality assurance point before the Portfolio Manager.
- Contribute to proposal design and inception processes, in collaboration with the program team for Syria, Iraq, and Turkey.
- Review the grant documents and advise the grant stakeholders on donor compliance, policies, and procedures as relevant and required.
- Participate in donor meetings and clusters & working group coordination efforts to provide critical analysis to program development, in line with inter agency priorities.
- Assist in ensuring that the program is planned and implemented in a consultative, participative and gender-sensitive way and to ensure this is articulated well in proposals and reports.

- Take part in monthly meetings including receiving input from Programs Team on spending forecast and maintain grant-specific action plans following each meeting.
- Support relevant unit teams (including logistics, HR, and finance) to effectively input to donor proposals.
- Supports the Communications and Advocacy efforts by acting as focal point for the requests for information about context and programmatic interventions.

Marketing Specialist

Marketing Specialist

2012 - November 2020 (8 years)

William Glasser Inc.

Director Of Public Relations

February 2018 - December 2019 (1 year 11 months)

Turkey

William Glasser International is the official global organization that sustains, advances, and celebrates Choice Theory psychology and the applications. William Glasser-Turkey is an non-profit body, established in collaboration with WG International Institute as social initiative of Kudra Organization.

William Glasser International (WGI) was authorized and recognized by Dr. William Glasser as the official international organization for Choice Theory, Reality Therapy, Lead-Management, Glasser Quality Schools and other applications of Choice Theory psychology.

WGI is the body for offering official recognition to Choice Theory psychology education, training, and faculty programs.

WGI is the official body for authorizing and coordinating other branches or organizations around the world that teach and offer programs and services based on Choice Theory psychology.

WGI can offer official recognition for other programs using Choice Theory psychology.

Kudra Society

Partnerships Manager

August 2016 - September 2019 (3 years 2 months)

Turkey

Kudra for Social Development Solutions is a non-profit organization ,was established and registered in Turkey as a response of the Syrian crisis , and works mainly in the domains of Researches & Analytics and in training &

Capacity Building in addition to its several Humanitarian Interventions , in Turkey & inside Syria.

My role as a Grants & Partnerships Director in Kudra is a leadership position with senior-level responsibilities, for developing key institutional partnerships, plans development and resource acquisition, reporting directly to the CEO . I work with management and staff in Turkey, and Syria to oversee planning, development, implementation and evaluation of projects, as well as to cultivate relationships with donors and project stakeholders.

Assess opportunities for new partnerships, and ensures liaison between Kudra Organization's stakeholders and internal teams to develop and sustain innovative, strategic, well executed partnerships.

SABR Center

Key Account Manager

May 2016 - September 2019 (3 years 5 months)

SABR Consulting (Analytics , Innovation , Strategy)

Responsible for the management of relationships with partners and clients ,and maintain SABR's existing relationships .Create long term relationships with the portfolio of assigned clients. Understand the clients's demands,and plan how to meet these demands.

NGO

Partnerships Coordinator

July 2015 - May 2016 (11 months)

Gaziantep, Turkey

Work to make new national and International NGO partners in accordance with Orient Partnership guidelines.

Schedule meetings with local and International NGOs, arranging conference calls, making travel arrangements, planning and organizing workshops to identify their needs for development and training.

Contribute to program development and projects planning and meet with the donors and the supporting NGOs to coordinate with them.

Represent Orient in a positive way to create new partners.

Develop and maintain Orient's Partnership Approach and systems.

Establish links and build relationships with organizational capacity - development providers in and outside Turkey.

Lead on due diligence assessments and reporting that include analysis of mutual values, principles, governance, structure, accountability, compliance, safety and security and management systems.

Prepare project proposals and submitting them to the donors as per their interests and our needs.

Negotiate the contracts.

Monitor the development of the partnership.

Analyse the results to ensure that agreements put in place are cost effective.

Identify and look for sites and organizations likely to create a partnership.

Translate all reports and emails from English to Arabic and share them with the partnership director and the responsible people of the organization.

Fendi

Assistant Manager

May 2014 - May 2016 (2 years 1 month)

Abu Dhabi, United Arab Emirates

Fendi is an Italian luxury fashion house whose specialities include fur, ready-to-wear, leather goods, fragrances, eyewear, timepieces and accessories. Founded in 1925 in Rome.

With Fendi I had a challenging and rewarding role as an Assistant Manager. Management at Fendi concentrate efforts toward maintaining and improving Fendi brand image, service, and leadership. As an assistant manager, my role was to influence the work of team members by acting as a role model through sales and customer service initiatives. Store aesthetics also become a top priority through the rearrangement and tidying of displays. I had to have excellent communication skills, and multi-tasking capabilities.

Some of my duties were the following

- Managing a team of 10+ staff
- Proven success in K.P.I's and Performance management
- Training the staff on exceptional sales skills to develop the team.
- Applying strong merchandising skills
- Doing finances and P&L reporting
- Inspiring my team and getting the most out of my staff
- Passion & 'fit' for the Fendi product range & culture

Education

Damascus University

English literature, English Language and Literature/Letters · (2003 - 2008)