ALI EMRE VEZIR

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EDUCATION

Middle East Technical University Ankara, Turkey
Bachelor of Science Industrial Engineering 2022-09-01 - 2026-06-01

EXPERIENCE

BEM Funding Dubai, UAE (Remote)
Growth Operations Specialist 2025-11-01 - Present

- Implemented Klaviyo-based email marketing campaigns with regular customer segmentation strategies, contributing approximately 3% of average monthly revenue through targeted email communications.
- Developed customer segmentation models based on purchase behavior and earnings statistics, enabling campaign optimization and improved conversion rates through personalized marketing communications.
- Built automated data pipelines integrating multiple sources (CRM, payment systems, user analytics) into a unified database, accelerating manual processes and reducing operational costs.
- Designed user behavior tracking infrastructure and developed internal moderation tools to support upcoming product launches.
- Conducted in-depth data analysis to identify customer behavior patterns, optimize marketing funnels, and provide actionable insights for strategic decision-making.

ThingsHappen İzmir, Turkey (Remote)
CRM Specialist 2025-04-01 - Present

- Collected and analyzed customer feedback to contribute to product development processes and established effective communication bridge between the development team and customers.
- Led efforts to expand the potential customer base and enhance brand awareness within the insurance sector through social media and other channels.

Barko Elektronik Yenimahalle, Ankara
Production Planning Intern 2025-01-01 - 2025-02-01

- Gained hands-on experience with ERP systems, monitoring end-to-end operations including order processing, production planning, supply chain, and freight management.
- Closely observed production processes and gained diverse perspectives through brief involvement in various production-related units during a one-month mandatory internship.

PROJECTS

METU-Non.tech *Javascript, Python, HTML/CSS, Full-Stack Development, Product Development, Problem-Solving* https://metu-non.tech/

Identified a critical information gap affecting thousands of METU students regarding non-technical elective course eligibility. Independently designed, developed, and deployed a full-stack web application that streamlines course selection by providing instant compatibility checks. The platform has been actively used by students, demonstrating strong problem-solving skills and the ability to deliver end-to-end solutions that address real user needs.

Product Operations Management System for İşler Kitabevleri *Claude Code, Django, React, PostgreSQL, Docker, CI/CD, AWS* https://islerpoms.veriz.co

Full-stack ERP system managing the complete product lifecycle, from content creation to print production and dynamic cost calculation, for a publishing group with 77 publishing houses and 100 users across 6 roles. Features include a parametric product catalog with dynamic name/code generation, an FSM-driven request & approval workflow (6 request types), print order management with technical spec snapshots, and role-based access control isolating data per publishing house. The system tracks every stage of a product, from initial registration and barcode assignment through print specification, production ordering, paper stock management, and final delivery. Handles 25+ data models, configurable pricing rules with no hard-coded values, automated state transitions, and full audit history on every record.

SKILLS

Programming & Analysis:	Python, SQL, Data Analysis, Data Visualization, Data Pipelines, OOP
Web Technologies:	Javascript, HTML/CSS, React, TypeScript, Tailwind CSS
Marketing & CRM Tools:	Klaviyo, Email Marketing, Customer Segmentation, CRM Systems, Marketing Automation