



Hatam Nuri, Msc

Entrepreneur | Management | Business Development

📍 Baku, Azerbaijan

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Languages

English

Russian

Turkish

About

The entrepreneur who has Hospitality, Logistics, IT, Construction, Banking, and Retail experience.

BRANDS WORKED WITH

Airbnb

AYAR Logistics

Easy Boy

Firuzoğlu Logistics

Kerevitas

Khannax GmbH

Koris Azerbaijan

Ledo d.d.

Ləzzət Qida Sənaye MMC

Muhtelif

Real Swiss Cheese GmbH

Teka Azerbaijan

Unimetal

Western Caspian University / Qərbi Kəspii Universiteti

Wittur Group

Yelo Bank

Experience

● Lecturer

Western Caspian University / Qərbi Kəspii Universiteti | Sep 2023 - Now

● Founder

Firuzoğlu Logistics | Jan 2022 - Now

● Co-Founder

Easy Boy | Nov 2022 - Now

Easy Boy is a recruiting agency for IT companies, search and selection of talents.

Our main goal is to quickly and efficiently select the best candidates for your company.

We select talents of different levels and directions. We analyze the salary market to assess the competitiveness of your position.

● Business Development Manager

Khannax GmbH | May 2023 - Now



● Sales Manager

Unimetal | Jan 2023 - May 2023

Unimetal LLC Trade and Manufacturing Company is one of the largest companies in the region engaged in the trade and manufacturing of metal production. Currently Unimetal LLC has 4 sales centers in the Dernegul Industrial Zone (Baku) and permanent distributors in 36 regions of Azerbaijan.



● Sales Manager

Wittur Group | Jul 2022 - Nov 2022

Wittur Holding GmbH, the world's most powerful elevator and elevator component manufacturer, is ready to provide you with superior services in the field of sale, installation and maintenance of escalators, construction equipment, automatic doors and entrance systems, as well as passenger elevators.

● Regional Director Of Sales And Marketing

Real Swiss Cheese GmbH | May 2022 - Jul 2022

We provide cheese lovers with the craft of Switzerland's finest cheese makers, at the most competitive prices.

● Business Development Manager

Teka Azerbaijan | Feb 2022 - Jul 2022

Contacting potential clients to establish rapport and arrange meetings.

· Planning and overseeing new marketing initiatives.

· Researching organizations and individuals to find new opportunities.

· Increasing the value of current customers while attracting new ones.

· Finding and developing new markets and improving sales.

· Attending conferences, meetings, and industry events.

· Developing quotes and proposals for clients.

· Developing goals for the development team and business growth and ensuring they are met.

· Training personnel and helping team members develop their skills.



● Head of Sales&Marketing

Kerevitas | Oct 2021 - Jun 2022

Founded in Bursa's Akçalar district in 1970, Kerevitaş Gıda Sanayi ve Ticaret A.Ş. is Turkey's first company in the retail frozen food sector. Kerevitaş Gıda carries out production using modern technology at its factory consisting of five main operations (fruit & vegetable, potato, flour-based products, tuna fish, and seafood) located in indoor facilities measuring 62,000 square meters in area on a 220,000 square meter lot in Bursa

● Head of Sales&Marketing

Koris Azerbaijan | Jan 2020 - Jun 2022

Focused on the development and production of acrylic solid surface material for 19 years, started in 1998

Our advantage

1. Unable to copy the production process, a strong R&D team, continuous improvement and research and development.

2. One of the top manufacturers in the world to have the production technology of hot-bending modified acrylic solid surface material.

3. It has advanced automatic production line all over the world to ensure delivery date effectively .

4. Stable product quality, 80% of our sales come from long-term customers.

● Head of Sales&Marketing

Ledo d.d. | Jan 2020 - Jun 2022

Today, Ledo is the largest manufacturer of mass-produced ice-cream and the largest distributor of the frozen foods in Croatia, as well as within South Central Europe.

Ledo has been a part of Agrokor concern since 1994. This partnership has facilitated faster growth and the allocation of large investments into modern technology, a prerequisite to any expansion.

● Head of Sales&Marketing

Teka Azerbaijan | Jan 2020 - Feb 2022

Teka Global Founded in 1924, Teka is a multinational firm of German origin, engaged in manufacturing and marketing kitchen and bathroom appliances, porcelain product and industrial containers. It has become the benchmark in European manufacture of built-in home appliances, particularly cooking. Today, Teka boasts more than 30 factories spread across three continents and markets to over 110 countries. Teka owns 57 subsidiaries, distributes the Teka brand within 116 countries and has a workforce of more than 5000 employees. Teka are widely regarded as one of the global leaders for the manufacture of kitchen sinks, with 7 dedicated factories globally. In 2014, Teka were the second largest manufacturer of stainless steel sinks globally. Teka Business Units With

two headquarter bases (Santander, Spain & Haiger, Germany), the Teka Group is divided into 6 defined business units; Kitchen (the largest division), Bathroom, Professional Kitchens, Containers, Porcelain Enamel and Electronics.



- **Host**

Airbnb | Sep 2017 - May 2021



- **Head of Sales&Marketing**

AYAR Logistics | Dec 2019 - Jun 2020



- **Business Specialist**

Yelo Bank | Jul 2019 - Dec 2019

- **Restaurant Manager**

Muhtelif | Sep 2017 - May 2019

- **Management Intern**

Ləzzət Qida Sənaye MMC | Mar 2017 - May 2017

Education & Training

2021 - 2025

- **Istanbul University**

Doctor of Philosophy - PhD,

2018 - 2020

- **Anadolu University**

Master's degree,

2017 - 2018

- **Anadolu University**

Scientific Preparatory Programme for Master's Degree,