MERIÇ BIÇAKCIOĞLU

Personal

Date of Birth	:	17.06.1968	
Place of Birth	:	Wuppertal/Germany	
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Professional Profile

- Diverse background in Reorganization projects, entrepreneurship (agriculture, education), Strategic management and consulting for SMEs and public institution focusing on product, business model refinement, and user engagement.
- Focus on Entrepreneurship, Innovation, Social Innovation and Social Entrepreneurship, Process Analysis, Corporate Culture, Learning Organizations & Training, Technology-Organization Issues.
- Academic engagement in entrepreneurship, innovation and creativity. Skilled in Academic research tools and methods.

Experience (Academic & Business combined)

2024- GOBO Data   **Founder**
- Product development & team project manager
- Customer on-boarding and management
- Marketing & Sales efforts lead

2022- Rapider AI   **Founder & Project Lead**
- Team project manager
- Customer on-boarding and management
- Marketing & Sales efforts lead

2019- TR.PE-Istanbul, TR   **Consultant & Trainer**
- TR.PE supports advanced start-ups & SMEs
- Acting as restructuring expert and product redefinition
- Organizing training and innovation programmes for corporates

2018- Entrepreneurship Dept., Faculty of Business, Özyeğin University   **Part Time Faculty Member**
- Delivery of the following courses:
  - **Social Entrepreneurship:** Course and Project Work
  - **Creativity, Ideation and Innovation:** Course and Project Work
  - **Business Plan:** Course and Project Work
  - **Sectoral Expertise:** Case studies and analysis

2017- 2022 Hicelerate Accelerator-New York, USA& Istanbul, TR   **Founder, Local Mentor & Project Manager**
- Act as Project Scout and mentor for selected projects in Istanbul
- Project manager of incubated projects
- Manage international relations

2018-2020 Technolera & Ventourage   **Operating Advisor**
- A venture-building company operating in Turkey, The Netherlands and UK
- Management of startup processes
- Planning of curricular events (workshops, meetups etc)
- Mentoring of in-house and external startups

2015- (cont.) Entrepreneurship   **Mentor/ Team member**
- Acting as team member in two start ups (edtech, healthtech)
- Focusing on end-user empathy, business model integration and commercialization
- Planning scalability of products
- Ecosystem building efforts

2014- 2016	**Istanbul Kemerburgaz University-Continuing Education Center**	**Director**

- Re-organization of the unit to conform to current issues
- Planning of potential courses with stakeholders (trainers, faculty, and companies), the marketing and promotional strategy of these.
- Negotiating contracts with potential partners and trainers
- Preparing yearly budget.

	Istanbul Kemerburgaz University-Strategy Group	**Strategy Team member**

- Took part in primary strategic discussions and goal settings
- Active member of "Research Strategy Council"

2010-2015	**Freelance Consulting**

- Acted as freelance consultant for various groups and companies
- Focused on Organizational Design, Product development, Innovation, Process Excellence, Change Management, Strategy, Knowledge Management, and Company Culture
- Performed training sessions to mid-high-level management teams
- Industries covered: Media, Entertainment, Event Management, Food production, FMCG Sales, Law, NGOs

2007-2010	**Law Firm**

- Coordinated international network relations of the Firm Management
- Acted as strategic consultant and approach potential network firms
- Negotiated and brought potential network firms to contractual level
- Took part in the due diligence process by looking at firm

2005-2012	**MF Organik Ltd. & Agricon Ltd.**	**Founder**

The companies were active in the consulting and production business. **MF Organik** has completed its cycle by establishing growing fields for blackberry and strawberry production as alternative investment for farmers due to lack of local economic development.

The main activities of **Agricon** are as follows:

- Agricultural Project evaluation as part of financial due diligence process.
- Advising on and providing specific data on agricultural investments to interested investors
- Supervising agricultural projects
- Coordinating a network of agricultural engineers
- Coordinate producer-farmers to shift to alternative production and advising these on organic agricultural issues through expert training and practical implementation.

2001-2003	**Istanbul Chamber of Industry**	**WEB Project Coordinator &Consultant**

Web Project
- Coordinated a team of 10-12 and acted as interface between technical staff and departments
- Analysed existing web and information structure (to assist the integration of legacy systems)
- Negotiated with potential value-web partners and service providers.
- Supervised the web content

ISO-ÜSİB NET (University-Industry Network)
- Managed a virtual networking environment called "USIB-Net".
- Coordinated a think tank named "University and Industry Relations Council" which
- Devised training for SMEs, sector-specific or general

Training Unit
- Head of Training Unit and fulfilling necessary requirements

1999-2000	**Istanbul Chamber of Industry**	**Training Consultant and Manager**

- Coordinated the reorganization of the Training efforts of the institution.
- Analysed internal-external (i.e. member companies) training needs and demands, which also included the training needs of industrial sectors to provide solutions in Industrial issues.
- Established the yearly and quarterly training programs.
- Prepared Marketing Plan, Marketing Mix and designed and evaluated Training Products

1995-1998	GTZ-ICI Project	Project Team Member

- Acted as Team Member of an international project, which aimed to reorganize the Turkish Chamber structure (incl. Database, workflow, and staff training, business processes).
- Coordinated the planning and implementation of change processes for certain Business Units.
- Performed "Target Oriented Project Planning" workshops for other Chambers and Industrial groups.

Education

2020 **Bilgi University, PhD**
- PhD. in Organizational Studies, focusing on Strategy, Organizational Analysis, Network Theory, Organizational Culture, Technology and Organizations.
- **Thesis Topic: Social Dynamics of the Entrepreneurship Ecosystem in Turkey**

2000-2001 **University of Nottingham**
- Master of Business Administration-core modules and electives such as E-Commerce and IT Strategy, Management Consulting, Strategic Management.
- **Dissertation Topic: Knowledge Management Practices in Turkey**

1994-1996 **Hacettepe University Department of Translation and Interpreting Studies**
- Incomplete due to change of residency

1988-1993 **Middle East Technical University**
- Faculty of Education-Foreign Language Education- Focusing on Curriculum Development and Methodology, Education, Training and Motivation of Trainees and Students. Electives from Business Administration.

Training, Projects & Mentorship	(inexhaustive list)
2019 (annually)-	ITMO and ITMO Incubation Center, St.Petersburg, Russia
2019-	Facebook mentor (in collaboration with Hackquarters)
2019-2021	TÜSİAD Global Compact Mentor
2018-2020	Member of Digital Transformation Center, TURKONFED
2018-	Mentor, Trainer at Hackquarters Incubation
2018-	Mentor, Impact Hub Istanbul
2018-	Training to various cooperatives, social initiatives (exhaustive list on demand), K12 groups and schools on social entrepreneurship and social change
2018-2019	Think Tank, Research Council on Social Entrepreneurship (British Council and various Universities)

Training & Workshops/ topics delivered	
Business Planning and Implementation	Social Change and Social Entrepreneurship
Business Model innovation	Social Business Model Canvas Training
Corporate Innovation & Corporate Entrepreneurship	Social Entrepreneurship
Innovation & Culture	Social Networking for Ecosystem Building
Creativity and Innovation	Value creation and value proposition
Organizational Change and Culture	
Pitch Presentation	
Process Enhancement and Development	
Project Management and Moderation	
Resilience & Business Strategy in Crises and under Uncertainty	

Training

11-12,2002	Web Design (Jscript, HTML)	
12,1999	Project Cycle Management, Monitoring &Evaluation Training	
11,1999	New Implementations and Approaches to Human Resources	
03, 1999	Project Planning and Evaluation Training	
03, 1998	Project Management Training	
2018	Innovation Design & Design Thinking	
2019	User and Open Innovation	
2020	Philosophy of Technology	

Workshops   (inexhaustive)

2024	Biocon Guest Speaker	**Almayevsky,Rus**
2019-23	ITMO University, St.Petersburg Int'l Programme Trainer	**St.Petersburg, Rus**
06,2021	AOM Strategy Paper Workshop	**Online**
06,2018	Doctoral Colloquium, Annual EURAM Conference,	**Reykjavik, Iceland**
10,2018	Doctoral Colloquium, Annual RENT Conference	**Toledo, Spain**
05,2016	Entrepreneurial Ecosystems Workshop (Academic)	**Izmir**
10,2017	Entrepreneurial Ecosystems Workshop (Academic)	**Ankara**
2011	Project Mentoring	**London**
05,2002	E-Business Forum	**Istanbul**
04,2002	E-Business Change	**Istanbul**
01,2003	CRM Roadmap	**Istanbul**
02, 2000	1st Int'l workshop on Integrated Marketing Communications (World Bank Inst.) **Cairo**	
03, 1999	Project Planning Workshop (as Co-Moderator)	**Istanbul**
06, 1997	Project Planning Workshop (as Co-Moderator)	**Kayseri**
03, 1997	Organization and Reorganization Workshop	**Istanbul**
10, 1996	Project Management Training and Planning Workshop	**Istanbul**

Language Skills

- Native Turkish Speaker
- Advanced Written and Spoken command in English and German
- Basic Italian and French

Computer Skills

- Windows and Office series, Open Office,
- RQDA (Qualitative research software)
- Photoshop user, Music Software (FL, Audacity)
- Computer-based qualitative research tools

Other

- EU Scholarship student for the year 2000-2001
- Best 2nd Paper in EURAM, 2018
- Former Member of the Student-Staff Consultative Committee and the MBA Society

Interests

- Philosophy, Linguistics, and 20th c. Literature, Modern Music History
- Collector of Jazz and Rock albums, animation and comics
- Trekking, scuba diving (PADI open water), Basketball (license), Kick Boxing (license)
- Basic Flute/Drum Skills