

Taylan Sari

Sales Specialist

✉ taylan.sari@outlook.com 📍 Munich, Germany ☎ +49 15510913173 [in linkedin.com/in/taylan-sari](https://www.linkedin.com/in/taylan-sari)
📄 Eligible for Full-Time Employment in Germany 🗓 Available immediately 🔗 taylansari-437.pages.dev



Sales Specialist with a strong engineering background, an MSc in Management from TUM, and experience across leading technology companies. Proven track record of increasing B2B platform adoption by 11%, reducing customer complaints by 64%, and improving forecast accuracy by 13.5% through AI-driven solutions. Experienced in B2B sales, business development, account management, advertising, and marketing. Skilled at translating requirements into customer-focused solutions, supporting RFQ/RFP processes, and driving growth through data-driven decisions.

EDUCATION

- MSc in Management**
Technical University of Munich (TUM)
• cGPA 3.26/4.00 (2.1 German GPA) - Ranked 32nd among 366 students (Top 8.8% of the cohort)
• Focused on B2B Sales Strategy, Go-to-Market, Market Strategy, Commercial Pricing, Data-Driven Business Decision Making, and Advertising
- October 2024 – September 2026
Munich, Germany
- BSc in Mechanical Engineering**
Middle East Technical University (METU)
• cGPA 3.48/4.00 (1.7 German GPA) - Ranked 15th among 387 students (Top 3.9% of the cohort)
• Specialized in Control Systems & Electronics and Computational Sciences: High-Performance Computing
- September 2019 – September 2024
Ankara, Turkey

PROFESSIONAL EXPERIENCE

- Technical Sales Manager**
Infineon Technologies
• Managed customer-facing pre-sales enablement for 17 automotive LED products, accelerating customer evaluations and deal readiness
• Analyzed competitors across 50+ semiconductor products, driving value-based pricing and commercial positioning across target markets
• Designed a standardized AI-powered RFQ/RFP intake framework for 10+ Tier-1 automotive clients, reducing customer complaints by 59%
• Implemented a customer-driven, AI-enhanced demand model for pricing strategies, improving global revenue forecast accuracy by 13.5%
- January 2026 – Present
Munich, Germany
- Sales Manager**
Amazon
• Drove onboarding and account growth across 3,000+ suppliers, streamlining integration processes and accelerating B2B platform adoption
• Engaged directly with enterprise customers to identify business needs, expanding supplier platform adoption and account usage by up to 11%
• Developed 4 analytics dashboards to monitor account performance, reducing defects from 21% to 9% and critical defects by up to 85%
• Built AI-enhanced onboarding workflows and sales resources, improving customer experience and reducing support inquiries by 64%
- January 2025 – December 2025
Munich, Germany
- Sales Manager**
Wagner Cable
• Analyzed customer feedback across 80+ automotive products, building 5 executive sales dashboards to strengthen commercial positioning
• Prospected 20+ automotive customers and collaborated with 8 engineers to match requirements with suitable products, generating 10+ sales
- March 2024 – October 2024
Antalya, Turkey
- Technical Sales Engineer**
ASELSAN
• Bridged technical capabilities and client requirements across 4 electronics products, delivering targeted value propositions for B2B accounts
• Developed 4 sales dashboards tracking 100+ commercial metrics, improving pipeline visibility and supporting data-driven sales decisions
• Drove targeted customer engagement and account development strategies, strengthening relationships and increasing sales revenue by 14%
- October 2022 – March 2024
Ankara, Turkey
- Technical Sales Engineer**
Turkish Aerospace Industry
• Identified customer needs across 100+ aerospace products, refining sales strategies, technical positioning, and market visibility
• Coordinated 50+ RFQ handovers between sales and engineering teams, translating customer requirements into technical specifications
- July 2022 – October 2022
Ankara, Turkey

PROJECTS

- Founder - IRAS Games** 
• Founded a mobile game studio, leading go-to-market strategy, digital marketing, and brand development for 5 mobile games
• Optimized user acquisition campaigns through A/B testing, performance analysis, and audience targeting, increasing conversion rates by 18%
• Developed in-app advertising and monetization strategies, increasing ad revenue by 34% through engagement and retention optimization
- June 2026 – Present
- Very-Light Aircraft Fuel Systems Team Lead**
Turkish Aerospace Industry
• Led the fuel systems simulation team within a 50-member aircraft R&D project, aligning solutions with customer and mission requirements
• Collaborated with 12+ cross-functional teams, translating complex engineering requirements into actionable insights for stakeholders
• Optimized fuel systems, reducing tank volume by 8% and increasing aircraft range from 489 to 521 km, presenting results at 3 industry events
- February 2023 – April 2024

SKILLS

Sales & Strategy: B2B Sales Strategy, Business Development, Technical Solution Selling, Sales Enablement, Go-to-Market Strategy, Account Management, Customer Relationship Management, Sales Pipeline Management, Lead Generation, Salesforce, HubSpot, SAP, Microsoft Office
Technical & Data: SQL, Python (Pandas, NumPy), MS Excel, Power BI, Tableau, Amazon QuickSight, GenAI, Agentic AI, AWS, C/C++, C#, EDI, APIs
Domains: Automotive, Semiconductor, Supply Chain & E-Commerce, Aerospace, Enterprise Software & SaaS, Enterprise Platforms, FinTech

LANGUAGES

Turkish: C2 (Native) • **English:** C2 (Fluent) • **German:** B1 (Intermediate) - B2 in progress