

SEDEM ACET COSKUN

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EDUCATION	BARUCH COLLEGE, Zicklin School of Business MS, June 2010 (expected) Concentration in <u>Quantitative Methods and Modeling</u>	New York, NY
	BARUCH COLLEGE, Zicklin School of Business MBA, February 2009 Concentration in <u>Marketing & Finance</u> , GPA: 3.73 <ul style="list-style-type: none">Recipient of Irving Weinstein Endowment Fund Scholarship, 2008	New York, NY
	BOGAZICI UNIVERSITY BS in <u>Chemical Engineering</u> , July 2003	Istanbul, Turkey
EXPERIENCE	SMALL BUSINESS DEVELOPMENT CENTER <i>Business Counselor (Intern)</i> <ul style="list-style-type: none">Performing strategic consulting to small businesses on business plan, marketing, brand development and financing.	New York, NY 9/09 – present
	CUNY Research Foundation & Graduate School of Journalism <i>Business Researcher (New Business Models for News)</i> <ul style="list-style-type: none">Designed an online survey to determine the current revenue streams used by hyperlocal blogs (around 200 response rate).Performed data analysis to develop new revenue models for online journalism.Prepared report of the study to be presented in FOCAS (Forum on Communication and Society) in Aspen, Colorado in August, 2009.	New York, NY 5/09 – 9/09
	BARUCH COLLEGE <i>Graduate Assistant in Marketing and Finance Departments</i> <ul style="list-style-type: none">Performed literature search, data gathering and data sorting for various research projects.	New York, NY 1/08 – 12/08
	PERMANENT MISSION OF TURKEY TO THE UNITED NATIONS <i>Adviser</i> <ul style="list-style-type: none">Attended and monitored various UN meetings as a government representative.Prepared reports to the Turkish Ministry of Foreign Affairs reflecting the contents of the meetings and countries' positions on various issues.	New York, NY 12/05 – 12/07
	PFIZER INC. <i>Sales Representative</i> <ul style="list-style-type: none">Performed sales activities for four Pfizer products (Celebrex, Zoloft, Aricept and Relpax) through regular physician walk-in visits.Planned and applied sales strategies to reach the targeted sales quotes.Organized various product awareness events for physicians including lectures and workshops.Increased sales around 50% in the designated region.	Istanbul, Turkey 10/03 – 01/05
ADDITIONAL	<ul style="list-style-type: none">Language Skills: English (Excellent), Spanish (Beginner), Turkish (Native)Computer Skills: MS Office -Excel, Word, PowerPoint.Statistical Tools: SPSS, SAS (intermediate), R-Statistics (intermediate), PHStat.	