

# ALPER KULTUREL

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[alper-kulturel.github.io](https://alper-kulturel.github.io)

## EDUCATION

### Fachhochschule Südwestfalen

*Master's Degree, International Management and Information Systems*

Soest, Germany  
Jul 2026

- President, FH Südwestfalen Finance Club

### Skidmore College

*Bachelor's Degree, Business Administration and Management*

Saratoga Springs, NY  
May 2023

- GPA: 3.75 / 4.00
- Thoroughbred Society — varsity student-athlete recognition for achieving a 3.67+ semester GPA
- NCAA Division III All-American, Men's Tennis Doubles (2022); ITA Regional Doubles Champion

## WORK EXPERIENCE

### Borsa İstanbul

*Business Performance Analyst*

Istanbul, Türkiye  
Sep 2024 – Jul 2025

- Analyzed business performance, revenue trends, and operational KPIs to identify growth opportunities and support strategic planning and resource allocation decisions.
- Evaluated the business impact of new product features and market initiatives, preparing performance assessments and recommendations for senior management.
- Collaborated with product, engineering, and commercial teams to translate business requirements into measurable objectives, performance indicators, and implementation plans.
- Conducted scenario analysis and business case evaluations to assess product launch opportunities, operational efficiency initiatives, and potential revenue growth.

### Supsis AI

*Business Analyst*

Istanbul, Türkiye  
Apr 2023 – May 2024

- Analyzed business and operational performance metrics to identify trends, evaluate efficiency, and support management decision-making.
- Assessed cost structures, pricing performance, and resource utilization to identify opportunities for process improvement and operational optimization.
- Collaborated with product and engineering teams to align business objectives with project requirements, define success metrics, and evaluate feature performance.
- Developed management reports and performance analyses that translated complex data into actionable insights for strategic planning and business operations.

## SELECTED PROJECTS

### Engagement Profitability Analytics

*Python, Pandas, SQL*

- Modelled engagement-level margin across utilization, realization and collection, isolating the discounts, write-offs and unbilled time that erode profitability.

### Market Entry Analysis

*Python, Pandas, Scenario Modelling*

- Sized a new market top-down and bottom-up, scored segment attractiveness by size, growth, margin and competitive intensity, and built a five-year NPV/IRR case for phased entry.

### Operations Bottleneck Analysis

*Python, pandas, Process Mining*

- Reconstructed a process from its event log to locate the capacity constraint, split cycle time into work versus waiting, and cost fixes against throughput and payback.

## LEADERSHIP EXPERIENCE

### FH Südwestfalen Finance Club

*President*

Soest, Germany  
2025 – 2026

- Led a graduate finance organization focused on financial markets, investment analysis, and professional development.

### Skidmore College Men's Tennis

*Team Captain*

Saratoga Springs, NY  
2022 – 2023

- Served as team captain while competing at the NCAA Division III level; developed team leadership, communication, and performance-management skills.

## SKILLS, ACTIVITIES & INTERESTS

**Languages:** English; Turkish; Spanish (Elementary)

**Technical Skills:** Excel; SQL; Power BI; SAP S/4HANA; Git; Docker

**Awards:** NCAA Division III All-American — Men's Tennis Doubles; ITA Regional Doubles Champion

**Interests:** Tennis, Chess, Climbing, Cooking