



FAY MEYDANER BIMPLIS, C.P.A., C.M.A
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SUMMARY

Diversified experience in finance, business development, start ups, project structuring, marketing, strategic planning, monitoring/control, financial analysis and management. A professional with a vision of the future who thrives on challenge and results.

PROFESSIONAL EXPERIENCE

Terra Investments **Founder/Owner** **2013 – Present**

Develop and manage a successful property portfolio of residential and commercial properties in Istanbul and Bodrum.

Trac Development Corporation **Chief Financial Officer** **2011-2012**

A Korean Company who secured a contract with the Iraqi Government to built 100,000 housing units with a value of \$5 billion.

Developed and implemented business and financial strategy for the project. Initiated all banking relations in Dubai and United States. Secured a \$100 million LOI from Citibank Dubai and \$500 million EXIM line from US Eximbank. Prepared and presented the project and cash flow projections, negotiated terms and conditions with banks, Iraqi Government and contractors.

Atlas Real Estate Consultancy **Founder and Chief Executive Officer** **1999 - 2010**

A leader in the real estate sector with annual sales of over €20 million. Specializing in structuring, developing and marketing Turkish real estate projects for the European markets.

- Worked closely with Turkish developers on financial feasibility, development and marketing of real estate projects.
- Planned and executed the foreign marketing plan for 12 different projects in Istanbul, Bodrum and Antalya, representing over 1000 units.

Bristol Myers Squibb Ilacлари Inc. (BMS) **1995 - 1999**

A global leader in health and skin care, specialising in pharmaceuticals.

Director, Strategic Planning/Business Development **1998-1999**

Designed a comprehensive and continuous strategic planning process by covering all aspects from marketing, sales, production and finance.

Chief Financial Officer

1995-1998

Responsible for all Treasury, Tax, Legal, Accounting, Reporting, Budgeting, Strategic Planning and Analysis. Founded and grew BMS to \$100 million in revenues and 7th in market share within 4 years.

Citibank N.A., Istanbul Resident Vice President

1990 – 1995

Structured and marketed sophisticated financial products designed to meet Multinational clients specific needs. Evaluated and monitored credit worthiness of clients and managed relationships with head office units in North America and Europe.

Together with Corporate Finance structured an export credit from Europe. Generated fees over \$1 million and won the Global Account Management Award.

Ernst & Young, Toronto, Canada Manager, Venture Group

1987 - 1989

Price Waterhouse, Toronto, Canada Senior Accountant

1984 - 1987

EDUCATION

Chartered Accountant (C.A.), Canadian Institute of Chartered Accountants, Toronto, Qualified with Price Waterhouse, 1986

University of Toronto, 1984 Bachelor of Commerce

RECENT NON-FINANCIAL TRAINING

Innovative Marketing - Dr. Wyatt Woodsmall
Customer Satisfaction - Dr. Wyatt Woodsmall
Effective Communication - Dr. Wyatt Woodsmall
NLP Psychotherapy – Dr. Wyatt Woodsmall
Innovative Teaching Technologies - Dr. Wyatt Woodsmall
Persuasion Engineering – Kaan Bimplis
NLP Practitioner, Master Practitioner – Kaan Bimplis, INLPTA
Effective Negotiation Skills - Management Centre Europe
Interpersonal Effectiveness - Management Centre Europe

PERSONAL

Enjoy designing and delivering corporate and personal development trainings such as Leadership, Persuasion Skills, Motivation and NLP.

Hold both Turkish and Canadian Citizenship.