

## **Alpay BURÇ**

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## **Career Summary**

Achieving business success by launching a textile company in the period of Turkish currency crisis in 1994 and having sustained growth for the next 3 years. Obtaining the qualification to work for the top two leading finance and economic institutions of Turkey; namely: Borsa Istanbul Inc. and The Central Bank of the Republic of Turkey (CBRT) by passing the admissions exams, Starting to work at the Board of Inspectors at Borsa Istanbul; responsible for monitoring, surveillance and supervision of both the Stock Exchange departments and also the book/registration systems and individual customer transactions of the Exchange members within the scope of external audit in 1996.

Taking on more responsibilities in the Equity Market in 1998 which include development of the Stock Exchange's trading system; being a member of the IT project management team for software development (organizing stock exchange member tests), managing the trading floor operations, in addition to these operational tasks, development and updating of capital market and equity market legislation by examining the foreign stock exchange structures.

With over 22 years of experience supporting capital market legislation and operations, I believe that I am a perfect fit for management of capital market activities. Among my peers, I am regarded as an expert with my problem solving skills. Furthermore, I have a proven track record of taking responsibility for sustaining continuity in stock trading by intervening promptly during a technical problem. Being a highly organized and self-driven individual, I believe that my skillset and experience make me a suitable candidate for managing capital market operations.

## **Major Accomplishments**

- Preparation of regulations and making drafts of the legislative corporate proposals in accordance with the the capital market rules, preparation of the superior regulations of the CMBT-Capital Markets Board of Turkey and Borsa İstanbul across capital market legislation; on the other hand making regulations of the Equity Market (Directives, Implementation Procedures and Principles, External Announcements) and updating of all relevant legal requirements specifically for Borsa Istanbul
- Carrying out development and updating of the Stock Exchange legislation and technical operation processes in coordination and cooperation with all relevant departments, especially other market departments and information technologies
- Preparation of the relevant equity market reports and technical informations in audits of TCA-Turkish Court of Accounts, The Committee on State Economic Enterprises of The Grand National Assembly of Turkey and CMBT
- Effective and efficient sale of equities by official auction on the behalf of Savings Deposit Insurance Fund of Turkey, Investor Compensation Center, Turkish Debt Collection Offices and Tax Offices; follow-up and control of the asset and cash flows, coordination of processes regarding Takasbank and MKK (Central Securities Depository of Turkey), management of comprehensive information and communication
- Being a member of a team which made the Genium Inet (BISTECH) System transformation, change planning and BISTECH technical architecture studies within Borsa İstanbul-NASDAQ Strategic Cooperation Agreement, February 2014 (Stockholm-SWEDEN)

- Borsa İstanbul-KASE Kazakhstan Stock Exchange Cooperation Project, February 2014 (Almaty-KAZAKHSTAN)
- Borsa İstanbul- Tirana Stock Exchange Cooperation Project, October 2012 (Tirana-ALBANIA)
- Establishment of foundations and legal regulations of MKK (Central Securities Depository of Turkey), 2000-2001 (Istanbul-TURKEY)
- Management of the Stock Exchange Trading Floor, opening/closing operations of the market, crisis management, regulation of gong ceremonies, execution of the market and system operation in the Trading Floor for many years (1998-2016)
- Establishment of the technological infrastructure of Electronic Data Presentation Panels of the Trading Floor, technology selection, design, montage and installation works, creation of graphics and templates within scenarios of the data to be displayed on the panel

## **Duties and Responsibilities Undertaken**

- Development of trading system regarding Equity Market; building and implementing changes, updating processes, innovations in cooperation with Information Technologies department; making user tests; coordination, management and commissioning of external member tests
- Management of the Stock Exchange Trading Floor visits both for local and foreigner investor groups; briefing the special delegations (e.g. the state officials of the national and foreign countries, the high level representatives of the domestic/foreign private sector and professional organizations) visiting the Trading Floor about the market operation and the system
- As an instructor of Equity Market, organization of miscellaneous training programs for staff of companies traded on the Exchange and representatives of intermediary institutions
- Presentations and briefings on public and private sector representatives regarding the Stock Exchange, legislation, market and operational processes
- Training given to professional staff of public institutions such as The Central Bank of the Republic of Turkey (CBRT), Capital Markets Board of Turkey (CMBT), The Stock Exchange, The Financial Crimes Investigation Board (MASAK), The Undersecretariat of Treasury and so on
- Participation in working groups on regulations of Capital Markets legislation, laws, communiqués and other regulations
- Preparation and revision of the Equity Market lecture notes and exam questions for Capital Markets Licensing Registry and Training Agency Inc. (SPL)
- Providing training for capital markets licence examination by training for the personnel of banks, intermediary institutions and university certificate programs
- Making Equity Market presentations as instructor in stock exchange and capital markets trainings at various universities and in different projects
- Planning, design, infrastructure and preparatory work of the Exchange Application and Financial Simulation Laboratory (**BISTLAB**) at **Istanbul Commercial University Sütlüce campus** as a first in Turkey within Borsa İstanbul & University cooperation project in the field of financial education, 2017-2018
- Planning, design, infrastructure and preparatory work of Turkey's 2<sup>nd</sup> the Exchange Application and Financial Simulation Laboratory (**BISTLAB**) at **Ibn Haldun University (IHU) Bakırköy Taş Mektep campus** within Borsa İstanbul-University cooperation project in the field of financial education, 2017-2018

## Work Experience

- 2020 - : Efes Consulting UK Ltd, London / United Kingdom (Founder & Managing Director)
- 2020 - : Tüm Yapı Porta Vadi Project (Hybrid-Life Building Project in İstanbul/TURKEY),  
Board Membership & Consultancy
- 1998 - 2018 : Borsa İstanbul A.Ş., Equity Market, Senior Specialist
- 1996 - 1998 : ISE-Istanbul Stock Exchange, Board of Inspectors, Assistant Inspector
- 1994 - 1996 : Establishment and management of a new textile company

## Education

- 2002 - :  Marmara University, Institute of Social Sciences, Department of Economics, Economic Policy Ph. D. program (*dissertation phase*)
- 1998 - 2001 :  Yıldız Technical University, Graduate School of Social Sciences, Business Administration (MBA) [*Dissertation: Contractual Savings, Its Effects to Capital Markets and Turkey*]
- 1991 - 1995 :  Ankara University, SBF-Faculty of Political Science, Department of Economics (*Transfer and graduation with the 4<sup>th</sup> best degree at department*)
- 1989 - 1991 :  Çukurova University, The Faculty of Economics and Administrative Sciences, Department of Economics (English)
- 1986 - 1989 : Adıyaman Besni Lisesi (High School)

Languages : English (Advanced)

## Training & Seminars

- Islamic Finance and Sukuk, INCEIF-The Global University of Islamic Finance, SPL-Capital Markets Licencing & Training Agency, ISTANBUL, 7-11 January 2013
- SEC US Securities and Exchange Commission 21<sup>th</sup> International Institute for Securities Market Development, Washington - New York / USA, April 2011
- Human Relations and Successful Communication Training, Indus Consultancy, 2009
- GEMS-Global Equity Markets Seminar on Trading and Market Structure, Frankfurt / GERMANY, 2008
- Preparation of Exam Questions Training, Ali BAYKAL, Boğaziçi University, Borsa İstanbul Training Hall, 2005
- ICMA-International Capital Market Association, ICMA Fixed Income Certificate (FIC), (*previously known as the General Certificate Programme & The International Fixed Income and Derivatives Certificate Programme*) Windsor, London / ENGLAND, 1998
- TMI Educator's Training: Certificate of Presentation Techniques Training, İstanbul, 1998
- Advanced user certifications for Microsoft Office Programmes (Project, PowerPoint, Word, Excel, Outlook)