



# İBRAHİM KUŞÇU

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## Personal Info

İbrahim Kuşçu opened his eyes in London, England. When he was only 3 years old, he was accepted from "London St.Mary Primary School" which is using talent tests for accepting students. He met with piano when he was 3.5 years old. He became the youngest pianist of the school and gave musicals & mini concerts. He took degrees from Math and Science. When he and his family returned to Turkey, he started to interest in Biology. After few years, he made over then 5 scientific project and took the title of "the youngest Biologist" on Turkey (CNN). Within his science curiosity, he started Electrical & Electronics Engineering department on university.

Name:	İBRAHİM	Birth Date:	25.07.1992
Surname:	KUŞÇU	Marital Status:	Single
Webpage:	<a href="http://www.ibrahimkuscu.com">www.ibrahimkuscu.com</a>	Driving Licence:	B Class (2010)
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## Work Experience

Schneider  
Electric

Digital Transformation Expert (System Architecture Engineer)

09/2018- present

### Activities:

- Identify and understand the customer strategies/requirements/challenges on digital transformation
- Be the expert of EcoStruxure Plant and EcoStruxure Machine Industry 4.0 solutions, to both internal and external customers
- Audit the facility and installed base to understand the technical challenges, and also determine the bottlenecks of production
- Followup competition and market trends to provide actionable insights especially on digital transformation
- Investigate and expand digital solution portfolio by making strategic partnership with 3rd party suppliers
- Create an extensive digitization report for End Users
- To lead the Industry 4.0 & Digital transformation activities within the company.
- Propose project recommendations with clear budgets and return of investment plan
- Followup the projects with internal and external resources (Schneider Electric Partner Channels)

# Work Experience

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## **Protekno Technologies**

### **Industry 4.0 & IoT Group Manager**

09/2018- 09/2019

#### Activities:

- To lead the newly established Industry 4.0 team activities within the company.
- Follow the world trends related to Industry 4.0 and IoT, prepare application projects.
- Manage detailed projects about Electrical Analyzers and Smart Relays.
- To make investigations on industrial control equipments such as Energy Analyzers, Motor Drives, PLC, SCADA and Smart Relays.
- Working on projects related to ISO 50001 Energy Management Standards.
- To manage the design and commissioning processes of projects and systems.
- To make interviews and research about energy analyzers as system integrators.
- Participating in international trade fairs (Hannover Messe, WIN EURASIA... etc) and conducting market research
- To work in the fields of Energy Efficiency and Energy Monitoring.
- Prepare projects that increase efficiency by reducing energy consumption.
- Researching industrial automation and control equipments such as Energy Analyzers, Smart Relays and Scada and taking necessary technical training related to innovations.

## **Enerjisa**

### **Project Engineer (Enter Talent Program)**

02/2017- 09/2018

It is a process consisting of four periods: Network Operations, Customer Operations, Investment Planning and Construction Processes.

#### Activities:

- Providing technical and troubleshooting support for site installation & commissioning
- Leadership and development of engineering projects for Control and Automation, Lead Operational Technology activities for Capex project in Conceptual.
- Designing and developing new control systems. Testing, maintaining and modifying existing systems
- Analysing scope and challenge investments with stakeholders and project managers, operate in multi-disciplinary teams
- Providing guidance and monitor suppliers on scope, quality and planning
- Translating strategy into implementation programs to deliver competitiveness
- Ensure assets are designed to comply with Enerjisa's safety, quality and sustainability standards, maintain strong links across engineering teams and be the go-to person to drive automation capability

## **Google**

### **Telaviv Campuse Engineer Acceleration Program**

01/2017- 02/2017

I was given the opportunity to participate in the 1-week acceleration programme in Israel, Google TelAviv.

#### Activities:

- Participate in cutting-edge research in artificial intelligence and machine learning
- Develop solutions for real-world, large-scale problems.
- Work with cross-functional teams in engineering, product, marketing and sales by creating and leading or supporting high priority related projects
- Develop and maintain partner strategy by researching and analyzing product, customer and market needs and then partnering with healthcare leadership - Global Strategic Alliances and Strategic Business Development Lead. -Structure and negotiate agreements.

## Work Experience

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### General Electric

#### Smart Grid Innovation Team Development Member

10/2016- 10/2017

In the project between Turkey Entrepreneurship Foundation (Girvak) and GE, 8 selected Girvak fellows collaborated with the GE innovation team on the one-year project. They developed projects on smart grid & reduction of energy consumption and made final presentations to GE Turkey Board of Directors.

Activities:

- Electricity infrastructure
- Distributed energy resources
- The Scope of a Smart Grid
- Enables Informed Participation by Customers
- Accommodates All Generation and Storage Options
- Enables New Products, Services, and Markets
- Provides the Power Quality for the Range of Needs
- Optimizes Asset Utilization and Operating Efficiently
- Operates Resiliently to Disturbances, Attacks, and Natural Disasters - Challenges to Smart Grid Deployments
- Next generation PLC and SCADA systems

### MG Bilisim

#### Automation Engineer

04/2015 -01/2017

- Development of Easybuilder CMS Web Software
- Coordinated execution of customer analysis and product development as Arge team
- Exploring new technologies and presenting them to the board in periodic reports.
- Organizing monthly, quarterly and yearly training of domestic and international organization teams
- Organizational planning of sales teams, training of distributors who are new to the team.
- As the director of overseas education and operations, I have had the opportunity to go to more than 20 countries in 3 years, to give project based trainings and to develop myself.

### Arcelik Electronics

#### Engineering Internship (Research and Development)

06/2016- 09/2016

I'm at Research and Development (R&D) Design and Application Technical Department (Electronics Product Directorate of PCB Systems and Communication Database who will work for Electronics A.Ş overall Product Systems)

Activities;

- Experience in using schematic and PCB design tools
- Knowledge on microcontrollers (Embedded Systems)
- Designing and making technical improvement on mainboard, Power Supply units and DS's
- Analysing and solving field problems
- Supporting electronic board projects (PCB Analysis)
- Maintaining the project schedule and cost goals during projects
- Knowledge of Display technologies, digital signage and 3D Mapping
- Understanding needs of the market & customer
- Occupational Health and Safety Education & Training
- Environmental Education & Training
- Lean Manufacturing & Kaizen Education & Application at Arçelik Electronics A.Ş
- Risk Analysis & Applications / Corrective and Preventive Actions
- Fundamentals for the Procurement and Acceptance of Machines
- Simplify Project about PCB



# Project Experience

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## Unilever

### Young Leadership Program & Mentorship from Unilever CEO

12/2016 -06/2017

Within the final of the YBL21 Program, 21 selected students from all over country were matched with the 21 company CEO's by the launch at Bogaziçi University. As a result of the draw that Ali Sabanci has my named, I matched with Unilever Turkey & Middle East CEO Mr. Harm Goossens.

Within the 6-month timeframe, I had the opportunity to attend business meetings with Mr Goossens and got a chance to take mentorship from him.

## ElektrikPort

### Technology News Writer & Developer

10/2011 - 11/2016

İbrahim Kuşçu has over 5 years' experience as a professional technical writer and technical author on ElektrikPort. He wrote over then 50 news on the main system and has a top most viewed artical.

Elektrikport.com; is an internet portal aiming to create synergy in the sector by bringing together news, interviews, technical information and articles about electricity, electronics and energy sectors and also bringing sectoral firms and university clubs under the scope of university-industry cooperation.

## Young Guru Academy (YGA)

### Socially Responsible Volunteer & Project Leader

07/2013 - 08/2015

Young Guru Academy (YGA)'s program for training socially responsible leaders begins with a leadership conference which takes place at the Lutfi Kirdar Congress Center in Istanbul. Every year, only 2000 leader candidates are accepted out of nearly 65,000 applicants via YGA's website. YGA states its vision is to encourage tomorrow's leaders to deepen, enrich and inspire their collective creativity and unleash their social innovative potential and its mission is to select, educate, train and inspire creative innovative and socially responsible leaders.

- Read & Think Share Project - Sep 2014
- Professionals Program Project Leader (September 2013 - September 2014)
- Overall Program Locality Leader ( September 2013 to September 2014 )
- Company Volunteers Coordinator (February 2013 to June 2013)
- Asistant Project Leader (September 2013 to June 2014 )
- Follow up of 300 young professionals of 10 companies participating in the program
- “Engelsiz Merkezi” Project Locality Leader
- Lead 32 YGA volunteers of 5 library from two different cities

## Yenibirlider

### YBL21 Fellow

01/2016 – present

On their third grade university education, 21 idealistic young people are selected from throughout Turkey over than 7500 senior top-level applicants. This leadership programme will continue until their graduation and professional career. They will be role-model for young people, as young people with an unusual program. Thus, their experience will have the opportunity to share with the 6 million university students in similar stages.

YBL21 is sponsored by Koç Holding & Unilever, and cooperate with with Boğaziçi University. I'm privilaged to be chosen among almost 7500 senior applicants to become one of 21 fellows.

## Girisimcilik Vakfı Fellow2016

03/2016 – present

Turkish Entrepreneurship Foundation was founded by Sina Afra (CEO of Markafoni) , business people and opinion leaders who are aware of the importance of entrepreneurship and believe that it is the key to change. Turkish Entrepreneurship foundation works with youth to advance the entrepreneurship culture and to make entrepreneurship a career alternative among young people. Foundation select the university students to the Fellow Program with an innovative and a scientific selection process. 6-step selection process aims to determine the entrepreneurship potential within young people.

I'm privileged to be chosen among almost **61000** senior applicants to become one of **50 fellows**.

## Sabancı Holding One Young World Delegator

03/2013 – 08/2013

One Young World (OYW) is a not-for-profit organization that gathers young leaders from around the world to develop solutions to the world's most pressing issues. One Young World stages annual Summits in different World Cities where delegates from charities, NGOs, corporations and universities are joined by world leaders, acting as One Young World Counsellors.

One Young World delegates are 18-30 years old and have demonstrated their leadership potential. Many have already had an impact in their home countries on a range of issues, including the role of business in society, transparency in business and government, the impact of climate change, global health and hunger relief.

## IEEE Project Leader & Mentor

10/2011 – 05/2014

I am mentor member of Media and Advertising team. I'm leading and designed all advertising activities of events. Also I am Technical Trip Team leader. I organized five trips to the industry's leading companies in Turkey. There were 350 students attended these trips.

\*Bossa IV, Adana - February 2014

\*Aselsan - Macunköy - April 2014

\*Hidromek - April 2014

\*Tosçelik - Osmaniye - May 2014

\*İSDEMİR - May 2014

\*IBC Solar, Konya - April 2013

\*Coca Cola, Mersin - May 2013

\*PepsiCO, Adana - November 2013

\*Mercedes Benz - Türk, Aksaray - December 2013

\*TEMSA Global, Adana - October 2012

\*Efes Pilsen, Adana - November 2012

\*İSDEMİR, İskenderun - December 2012

Career Days have been organized by IEEE Çukurova Student Branch for 6 years. This year Deloitte, Sunar Group, ÇimSA, EnerjiSA joined this events.

## Education

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<u>Cukurova University</u>	Electrical & Electronics Engineering	08/2012 - 12/2017
<u>Anadolu University</u>	Electric Power Generation, Transmission and Distribution	08/2013 - 01/2015
<u>Anadolu University</u>	International Relations	06/2015 - present
<u>Anatolian High School</u>	Science (84.79)	08/2006 - 06/2010
<u>London St.Mary</u>	Primary & Secondary School	08/1995 - 06/2005

## Skills

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### Programming

SAP	●●●●●●
Office	●●●●●●
AutoCAD	●●●●●●
MATLAB	●●●●●○
EPLAN	●●●●●○

Siemens 61850 System Config.	●●●●●●
Siemens Wincc	●●●●○○
DIGSI 4 (V4.91)	●●●●●○
TIA Portal	●●●●○○

Schneider Power Scada	●●●●●○
Schneider Power Monitoring Expert	●●●●●●

### Languages

English	Native
French	Elementary
German	Elementary

### Social Skills

Communication Skills	●●●●●●
Negotiation Skills	●●●●●●
Presentation Skills	●●●●●●
Analytical Thinking	●●●●●●

*Ibrahim Kusu*



# KATILIM SERTİFİKASI

**İbrahim Kuşçu**

12.03.2019 tarihinde gerçekleştirilen

**Siemens Enerji İzleme ve Yönetim Sistemleri Teknik Eğitimini**  
başarıyla tamamlamıştır.

## Eğitim İçeriği:

- Enerji İzleme Temelleri
- Enerji Verimliliği Konsepti
- Enerji Kalitesi ve Enerji Kalite Problemleri
- AG Haberleşme Çeşitleri
- Powerconfig & Powermanager Yazılımları
- Sentron PAC Ürünleri Seçim Kriterleri ve Cihaz Segmentleri

ÖMER AFŞAR

Ürün Yöneticisi

Siemens San ve Tic. A.Ş.

EM LP

Siemens Sanayi ve Ticaret A.Ş.  
Yakacık Cad. No:111  
Kartal / İstanbul

Kartal, 19.03.2019

Siemens San. Ve Tic. A. Ş.  
Energy Management Division





# KATILIM SERTİFİKASI

**İbrahim Kuşçu**

01.03.2019 tarihinde gerçekleştirilen

**İleri Seviye PLC ve TIA Portal eğitimi**  
başarıyla tamamlamıştır.

## Eğitim İçeriği:

- Simatic Ailesi
- S7-1500 Ürün Ailesi ve Kullanım Alanları
- TIA Portal
- TIA Mühendislik Verimliliği

LEVENT HOTAN

Satış ve Marketing Uzmanı

Siemens San ve Tic. A.Ş.

DF FA - İleri seviye PLC

Siemens Sanayi ve Ticaret A.Ş.  
Nispetiye Cad. No:111  
Kartal / İstanbul

Kartal, 04.03.2019

Siemens San. Ve Tic. A. Ş.  
Digital Factory Division



**Schneider Electric**  
Advanced TSC, EMEAS - Prague

# Training certificate

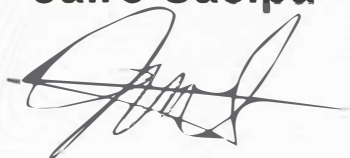
Hereby certifies that on  
4th - 7th of March 2019


**İbrahim Kuşçu**  
**Istanbul, Turkey**

Has successfully completed

**PME Project Deployment  
training course**

Trainer:  
**Jairo Sacipa**



**Schneider**  
 **Electric**



**Schneider Electric**  
Advanced TSC, EMEAS - Prague

# Training certificate

Hereby certifies that on  
8th - 11th of April 2019

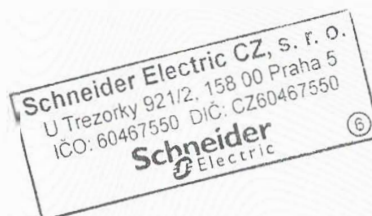
**İbrahim Kuşçu**  
**Istanbul, Turkey**


Has successfully completed

**Power SCADA**  
**PMO training course**

Trainer:

**Joaquin Lombardo**



**Schneider**  
 **Electric**