TURKESH AMIRBAYLI

Bethesda, MD | (202) 914-7282 | t.amirbayli@gmail.com | linkedin.com/in/turkeshamirbayli | tamirbayli.com

PROFESSIONAL SUMMARY

Sales operations and business development professional with an MBA and nearly 4 years of experience driving pipeline, revenue and process improvement across B2B and high-volume retail sales. Combines hands-on selling with KPI analysis, CRM management and team coaching, and uses AI tools to automate research, content and reporting.

CORE COMPETENCIES

Sales Operations & KPI Reporting | Pipeline Development & Outbound Prospecting | CRM Management | Market, Pricing & Competitive Analysis | Business Analysis & Process Improvement | Sales Team Coaching | Negotiation & Client Presentations | Agentic AI Workflows & Automation

PROFESSIONAL EXPERIENCE

Sales and Strategy Specialist **Oct 2025 – Present**
DARCARS Automotive Group *Fairfax, VA*

- Track core sales KPIs, including sales volume, lead-to-appointment conversion, follow-up activity and gross profit, and present findings and recommended actions to management.
- Support sales operations for a store averaging about 150 sales per month, balancing volume targets against gross profit through analysis of sales data, pricing trends and competitor activity.
- Advise customers on financing options, rates and terms, and align deal details between customers and the finance department to keep transactions accurate and on schedule.
- Coach a 15-person sales team on product knowledge, lead handling and objection management, and join live negotiations to support closings.

Sales and Business Development Specialist **Apr 2025 – Oct 2025**
ENERGAZER *Baku, Azerbaijan*

- Built a qualified B2B pipeline for energy-efficiency and solar solutions by sourcing new industrial and commercial accounts through outbound prospecting.
- Managed and segmented a 300-account database, developing targeted outreach and follow-up plans that surfaced new client and partnership opportunities.
- Prepared commercial proposals and client presentations; represented the company at industry events and B2B meetings.
- Built sales and marketing workflows in HubSpot and Mailchimp, including email automation, templates and campaign tracking.

Sales Consultant **Apr 2024 – Feb 2025**
DARCARS Automotive Group *Fairfax, VA*

- Closed 150+ sales in under 12 months, including 119 new-vehicle sales, ranking in the top 5% of performers for the period.
- Re-solicited aged and lost CRM opportunities, converting dormant leads into booked appointments and closed sales.
- Managed daily lead flow in eLead and DriveCentric (internet inquiries, inbound calls, appointments) against weekly targets.
- Sustained a 95%+ Customer Satisfaction Index on verified manufacturer surveys through disciplined post-sale follow-up.

Operations and Sales Coordinator **May 2020 – Aug 2021**
StudyZone International Education Consultancy *Istanbul, Turkey*

- Supported sales and operations for a consultancy placing 650–1,000+ participants annually into U.S. J-1 Work & Travel and academic programs, splitting responsibilities across operations (60%) and sales (40%).
- Tracked participant progress in internal CRM systems and coordinated with multiple U.S. sponsor organizations to confirm placements and resolve escalations.

AI & AUTOMATION PROJECTS

- Built an Amazon KDP publishing business from zero using AI for market and trend analysis, content, design, ad campaigns and report analysis, then automated it as a multi-agent workflow with human review checkpoints.
- Delivered a program website, social media content and brochures for an education company, plus a one-click content studio that produces ready-to-post content for any program.
- Co-developed a PC game in Unity with AI-assisted coding, design and data workflows, using GitHub for version control.

EDUCATION

Master of Business Administration (MBA), Bay Atlantic University — Washington, DC | 2021 – 2023
B.A., Political Science & International Relations, Istanbul University — Istanbul, Turkey | 2016 – 2020

TECHNICAL SKILLS & LANGUAGES

CRM & Business Tools: Salesforce, HubSpot, DriveCentric, eLead, Mailchimp, Power BI, Microsoft 365 (Office)
AI & Automation: Agentic AI workflows, prompt engineering, AI-driven market research & reporting, content, design, application & code development
Languages: English (professional), Turkish (native), Azerbaijani (native)