

ARDA EMIRHAN KINC

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PROFESSIONAL SUMMARY

High-energy SaaS professional transitioning into a global Sales Development Representative (SDR) role. Merging strategic B2B communication with technical product development and AI operations. Proven ability to handle complex client interactions, navigate objection handling, and utilize digital tools to consistently generate high-quality pipeline.

CORE COMPETENCIES & TECHNICAL SKILLS

- Sales & Operations:** Outbound Prospecting, Lead Qualification, Objection Handling, Pipeline Generation, B2B/B2C Communication, Churn Reduction.
- Technical & Digital Tools:**
 - Product & Ecosystem:** Unity Engine, App Analytics & Distribution (Firebase, Google Play Console).
 - AI-Driven Outbound Operations:** Utilizing premium AI models (Claude Pro, ChatGPT Plus, Gemini Pro) to automate lead enrichment, draft hyper-personalized outreach sequences, and streamline complex market research.
 - Digital Media & Outreach:** Personalized Content Creation (Adobe Premiere, Photoshop, Sony Vegas, CapCut, Canva).
 - CRM & Prospecting Stack:** Salesforce Lightning, HubSpot Sales Hub, LinkedIn Sales Navigator, Apollo.io.
- Analytical Skills:** Complex Document Analysis, Strategic Foresight, High-Volume Data Processing.
- Languages:** English (Advanced / Bilingual Proficiency), Turkish (Native).
Strong focus on clear articulation, active listening, and professional business communication.

PROFESSIONAL EXPERIENCE

Armeda Studios | Remote Jan 2026 – Present
Founder & Independent Developer

- Spearheaded the end-to-end product lifecycle for the mobile application "[Mummy Swing](#)," driving the project from initial concept to final deployment on the Google Play Store.
- Managed strict platform compliance, technical quality assurance, and Google Play Console integrations to successfully ship a functional software product.
- Architected a zero-budget Go-To-Market (GTM) strategy targeting a global audience, gaining hands-on experience with digital localization and App Store Optimization (ASO) mechanics.

English Time Jun 2024 – Apr 2026
Communication & Client Enablement Specialist

- Facilitated high-impact presentations and daily educational sessions for diverse groups of 30+ clients, mastering the ability to simplify complex concepts and maintain continuous audience engagement.
- Engineered targeted objection-handling strategies during critical enrollment phases, effectively reducing churn and accelerating decision-making cycles for prospective clients.
- Analyzed performance metrics and applied structured delivery methods to optimize client outcomes, consistently meeting institutional satisfaction and success targets.

Sarbas AS (Affiliate of Izmit Municipality) Aug 2022 – Apr 2024
Operations & Customer Relations Specialist

- Managed high-volume B2C transactions, efficiently processing operations for 100+ daily customers across municipal facilities while maintaining strict service standards in high-stress environments.
- De-escalated real-time customer conflicts and resolved complex operational bottlenecks, optimizing communication channels to boost overall efficiency and client satisfaction.

EDUCATION

Kocaeli University June 2026
Bachelor of Arts in English Language and Literature

- Graduated on-time with a focus on advanced group communication, instructional design, and persuasive presentation strategies—skills directly transferable to client enablement and objection handling.

CERTIFICATIONS, PROJECTS & INTERESTS

- Sales Methodologies & Frameworks:** Self-directed study of the [MEDDIC](#) enterprise sales framework and "[Winning by Design](#)" SaaS prospecting methodologies.
- CRM Training:** [Salesforce Trailhead](#) - CRM Fundamentals for Lightning Experience; [HubSpot Academy Inbound Sales Certification](#); [HubSpot Sales Hub Software Certification](#).
- AI & Cognitive Optimization:** Implementing daily workflows utilizing premium AI tools to maximize productivity and streamline technical research.
- Interests:** Tactical Boxing, Classical Literature, Hardware Troubleshooting, Open-Source Tech Customization.