



TURAL KISHIZADA

MARKET RESEARCHER

CONTACT



+99470-576-7284



turalkishizada@gmail.com



<https://www.facebook.com/tural.kisiyev.7?mibextid=ZbWKwL>



Baku, Khatai



24.09.1998

SKILLS

High Presentation Skill

Time management

Problem - Solving

Team Leadership

Strategic thinking

Adaptability

EDUCATION

PhD - Doctor of Philosophy

Economics

Azerbaijan State University of Economics

2022 - ongoing

Master degree

Automation engineering and Electronics

Khazar University

2020 - 2022

Master degree

Energy and Nuclear Engineering

Politecnico di Torino University (Italy)

2019 - 2020

Bachelor degree

Process Automation Engineering

Azerbaijan State Oil and Industry University

2015 - 2019

SUMMARY

An accomplished professional with a unique blend of skills in economics, project management, and market/social research. From a foundation in engineering, I pursued my passion for economics and successfully transitioned into this field. With over three years of experience as a project manager in marketing and social research, I have demonstrated my ability to deliver impactful results. Fluent in English, I bring a global perspective to my work. Now, I aim to specialize as a project manager, utilizing my diverse knowledge and experiences to drive success for organizations. I am dedicated, adaptable, and committed to excellence in all my endeavors.

PROJECTS

QUALITATIVE AND QUANTITATIVE STUDIES

SOCIAL RESEARCH PROJECTS

- **UN WOMEN** - Follow-up assessment on gender norms and stereotypes 2023
- Opening of **Azerbaijan's Embassy in Israel** - Public Opinion poll 2022
- **ECORYS** - OPEN Neighbourhood - Communicating for a stronger partnership: connecting with citizens across the Eastern Neighbourhood 2021
- **UN** - Public opinion poll on financial literacy 2020

MARKET RESEARCH PROJECTS

- **Indeso Consulting** - MLM companies Strategic Insight Framework Research in Azerbaijan 2024
- **Dimensions Research and Consultancy (UAE)** - Premium car brands consumers study 2024
- **TOYOTA** - Automobile Market Study-Potential Consumer Study 2023-2021
- **NESCAFE** - Brand Health Tracking Research in Azerbaijan 2023-2022
- **NESTLE** - Brand Health Tracking Research in Azerbaijan 2023-2022
- **HERBALIFE** - Brand Health Tracking Research in Azerbaijan 2023-2022
- **PEPSI** - Potential Customer Study/ Taste Challenge 2022-2021
- **HEPSIBURADA** - Research on the assessment of brand image and online shopping behavior habits 2022
- **PASHA Private Banking** - Customer Satisfaction Study 2022
- **TGM Research (India)** - Study on cigarette consumption patterns in Azerbaijan - Multi smokers 2022
- **Cognitive Intelligence (India)** - Customer Infrastructure Readiness Survey (qualitative) on Chocolate consumption 2022-2021
- **Absheron Logistics Center** - Construction products shopping trend tracking research 2022-2021
- **The Entertainer** - Research on the quality of service - Mystery Shopper project 2021
- **PASHA Bank** - Research on the quality of service - Mystery Shopper project 2021
- **LEXUS** - Mystery Shopper project 2021

LANGUAGES

English	C2	I can speak as good as a native speaker
Turkish	C2	I can speak as good as a native speaker
Spanish	B1	I can understand and speak, but a bit slow

CERTIFICATES

- **IELTS** Certificate (SCORE - 7.0)
- Certificate in **Leadership Development** (AIESEC)
- **Excel reporting** (Cube Academy)
- TEC – Technical Education Center - **Automation Engineering**

HARD SKILLS

- Power BI - advanced
- SPSS - advanced
- R - advanced
- Excel reporting - advanced
- Tableau - good
- SQL - good
- Python - good

COURSE AND SEMINARS ATTENDED

- Matanat A and Grenzebach BSH - Translator - organization of communication between company employees and foreign specialists in the process of plasterboard processing (10 - 11 February, 2021)
- Interpreter during the presentation of the results of the study on the opening of the embassy of Azerbaijan in Israel to ambassador Mr. George Dick (July 2022)
- Site Inspections with German Energy Specialists in Thermal Power Plant in Mingachevir (November 10-18, 2018)
- Audit Inspection held by Foreign Specialists in Giltex (belonging to Gilan Holding) as Interpreter during the meetings and site visits
- Participation in 13th Azerbaijan International Education Exhibition Edu-Expo from the 10th to the 12th of October, 2019
- Presentation Ceremony King Salman Technology Park, December 5
- And others....

Volunteer projects

Company name: Association Internationale des Étudiants en Sciences Économiques et Commerciales (AIESEC)
Project name: Leadership Development
Location: Poland, Kielce
Date: 08/07/2018 – 17/08/2018

WORK EXPERIENCE

Partner

2023 - Ongoing

ASKGROUP Azerbaijan

- Directed the preparation and submission of high-value project bids, securing major contracts with government and private organizations.
- Built strategic partnerships with clients and agencies across multiple countries, delivering customized market research solutions tailored to diverse markets.
- Led the development of innovative market analysis tools that enhanced client acquisition and retention.
- Designed and managed large-scale global research studies, delivering actionable insights for international product launches and market entry strategies.
- Oversaw proposal writing and client presentations, ensuring consistent success in winning competitive tenders.
- Established efficient, data-driven decision-making processes to streamline operations and improve project outcomes.
- Negotiated service agreements with international vendors and partners, optimizing resources while maintaining high-quality standards.
- Represented the company at global industry conferences, expanding its reputation and client network across various regions.
- Implemented robust quality control protocols, ensuring consistent delivery of insights that met client expectations.
- Secured and managed multi-year research contracts with organizations across different countries, delivering insights that informed strategic decisions.

Project Manager

2020 - 2023

ACT - Analysis and Consulting Team Azerbaijan

- To identify and define the objective of an assigned marketing research project; to determine the best methods to use to meet those objectives.
- To draft questionnaires, polls, surveys, and other data collection resources.
- To research and compile data related to current product market, customer demographics and interest, and factors influencing product demand; to analyze results to identify ways of maximizing sales and market penetration of current products.
- To summarize and analyze data; to make recommendations related to research findings.
- To report findings, complete with graphs illustrating data and written text explaining complex findings.
- To identify potential new products or markets through research.
- To forecast and track industry marketing and sales trends based on collected data.
- To deliver reports and presentations of findings to management and also do presentations if needed
- To perform other related duties as assigned.