

### EK-3

## ÖZGEÇMİŞ

1. **Adı Soyadı** : Banu Türkmen Kılınç
2. **Doğum Tarihi** : 31.10.1977
3. **Unvanı** : Yrd. Doç.
4. **Öğrenim Durumu** : Doktora
5. **Çalıştığı Kurum** : Konya Gıda ve Tarım Üniversitesi

Derece	Alan	Üniversite	Yıl
Lisans	Endüstri Mühendisliği	Orta Doğu Teknik Üniversitesi	1999
Y. Lisans	Endüstri Mühendisliği	Orta Doğu Teknik Üniversitesi	
Doktora	Endüstri Mühendisliği	Concordia Üniversitesi, Montreal/Kanada	2008

### 5. Akademik Unvanlar

- Yardımcı Doçentlik Tarihi : 1.9.2012  
Doçentlik Tarihi :  
Profesörlük Tarihi :

### 6. Yönetilen Yüksek Lisans ve Doktora Tezleri

- 6.1. Yüksek Lisans Tezleri  
6.2. Doktora Tezleri

### 7. Yayınlar

- 7.1. Uluslararası hakemli dergilerde yayınlanan makaleler (SCI,SSCI,Arts and Humanities)

An Investigation of Utilizing the Financial Options in Airline Reservation Systems: A Simulation Study, Journal of Revenue and Pricing Management, 2007, Vol. 6, pp. 135-150.

- 7.2. Uluslararası diğer hakemli dergilerde yayınlanan makaleler

- 7.3. Uluslararası bilimsel toplantılarda sunulan ve bildiri kitabında basılan bildiriler

Robust Optimization and Revenue Management, Canadian Operational Research Society, Optimization Days 2006, Joint Conference, Hautes Études Commerciales, Montréal, Canada, 2006.

Dynamic Management Through Options Approach for Airlines Industries, International Conference Series on Effects of Globalization on Financial Reporting, Istanbul University, Istanbul, Turkey, 2005.

- 7.4. Yazılan uluslararası kitaplar veya kitaplarda bölümler

- 7.5. Ulusal hakemli dergilerde yayınlanan makaleler

- 7.6. Ulusal bilimsel toplantılarda sunulan ve bildiri kitabında basılan bildiriler

Utilization of financial Options in Airlines Reservation systems, Proceedings of the XXV National Operations Research/Industrial Engineering Congress, Istanbul, Turkey, 2005.

A Revenue Opportunity Model for Airline Industries for the Deregulated Global Market, Proceedings of the XXIV National Operations Research/Industrial Engineering Congress, Adana, Turkey, 2004.

- 7.7. Diğer yayınlar

## 8. Projeler

2002-2003 Armak Engineering, Istanbul, Turkey, Quality Assurance Manager; Lead preparation for ISO 9001 rev.2000 Quality Management System, with a team of six members as the Quality Assurance Department Lead.

1999-2002 Turkish Air Forces, Ankara, Turkey, Industrial Engineer; Prepared Total Quality Management Directive Process of Turkish Air Forces in collaboration with Turkish General Staff and Turkish Armed Forces. Worked in collaboration with a team of contractors, engineers, and management throughout all phases of a large scale project, ensuring the on-time and cost-effective roll-out.

2009-2011 Qatar Airways, Doha, Qatar, Operations Research Specialist, Revenue Management, Develop decision support systems and tools for RM teams; Design performance measurement systems; Conduct feasibility and assessment studies for various projects; Model prototypes on subjects such as forecasting, bid prices, network revenue planning, pricing, sell-up, product utilities and coordinate implementation of the prototypes; Project lead of 5 projects, such as "network revenue opportunity model", "pricing elasticity and sell-up", "forecast alert model", "hybrid forecasting" and "overbooking performance model".

2011- 2011 Qatar Airways, Doha, Qatar Project Manager, Corporate Planning Develop decision support systems and tools for Network Planning and Strategy teams; Design key performance factors for the department; Lead economic and competitor intelligence studies in respect to new destination decisions.

2012- 2013 Toros University, Mersin, Turkey Assistant Professor, Industrial Engineering Department, Management of industry and university collaboration projects.

2013-2014 Finnair Oyj, Helsinki, Finland Route Revenue Manager, Revenue Management and Pricing, Responsible of revenue maximization on appointed routes so that network revenue and performance targets are met; Maximize route revenue through regular demand planning and demand management processes which follow the route level strategy that has been designed for appointed routes based on network and market analysis; Produce and manage demand forecasts on flight number level and optimize seat availability on flight number, booking class and O&D level, aiming at maximizing route and network revenues using RM systems and analysis tools.

## 9. İdari Görevler

## 10. Bilimsel ve Mesleki Kuruluşlara Üyelikler

## 11. Ödüller

## 12. Son iki yılda verdiğiniz lisans ve lisansüstü düzeydeki dersler için aşağıdaki tabloyu doldurunuz.

Akademik Yıl	Dönem	Dersin Adı	Haftalık Saati		Öğrenci Sayısı
			Teorik	Uygulama	
	Güz				
	İlkbahar				
	Güz				
	İlkbahar				

**Not:** Açılmışsa, yaz döneminde verilen dersler de tabloya ilave edilecektir.