

RANA KOTAN

Tel: +90 533 393 8483

E-mail: toreachrana@gmail.com

Education

- 2002 - 2004 **Yale School of Management** Connecticut, USA
- Master of Business Administration (MBA)
- 1995 – 1999 **Bosphorus University** Istanbul, Turkey
- Bachelor of Business Administration, graduated with Honors
 - Ranked 59th (top 1%) in the nationwide university entrance examination
- 1987 – 1995 **Sankt Georg Austrian High School** Istanbul, Turkey
- Ranked 2nd out of 60 students

Experience

- Jan 20 – Present **Third Sector Foundation of Turkey (TUSEV)** Istanbul, Turkey
- Secretary General**
- As the leader of the team, plans the new **vision** and **strategic plan** according to the newly adopted governance structure based on John Carver's Policy Governance Model
 - Leads the design and implementation of programs in areas of legal reform, effective giving, civil society credibility and research
 - Manages the relationships with **international partners** including DAFNE, EFC, BCSDN, ICNL, ECNL, WINGS and CAF
- Mar 19 – Dec 19 **Freelance Consultant**
- Jan 13 – Feb 19 **Sabancı Foundation** Istanbul, Turkey (An endowment of c.US\$300 mn)
- Director of Programs and International Relations**
- As the leader of the programs department, inspired and empowered the team, promoted a **collaborative working environment** that capitalizes on diverse backgrounds, perspectives, and skills to accomplish foundation's goals
 - Leader of the strategy committee responsible for the development of the **vision, strategic plan and direction of foundation's work** with the participation of nearly 200 individuals from civil society, public, academia, media and business. Organized a search conference to receive feedback and identify new trends, helped redefine the philanthropic objectives and priorities. New strategy is in place since 2017 and will be implemented until 2022
 - Expanded the foundation's **philanthropic programs** which promote social inclusion and equal participation for women, youth and persons with disabilities (Grant Program and Changemakers Program), from a small civil society support initiative into a strategic program with measurable objectives and solid results
 - Worked in "**We Can End Child Marriages Together**" conference which Sabancı Foundation organized together with *GirlsNotBrides* in 2013 in Istanbul. 52 civil society actors from across Africa, South Asia, Europe and America attended the conference. Participants shared their experiences in addressing child marriage and discussed potential solutions
 - Led the **United Nations Joint Program** which was implemented during 2012 – 2015 with the participation of UNDP, UN Women, Sabancı University, Turkish Ministry of Interior, Ministry of National Education, Ministry of Family and Social Policy and Union of Municipalities of Turkey
 - Curated and planned Sabancı Foundation Philanthropy Seminar for 6 years hosting distinguished speakers from around the world
 - Passionate about combining philanthropy with technology. Designed "**Technologies for Life Without Barriers**" seminar in 2018 to showcase leading technologies to improve life of people with disabilities, as well as inspiring speakers and performances (<http://engelsizyasamteknolojileri.org/en/>)
 - Through a competitive process, selected to be a member of the **Philanthropic Leadership Platform** which is funded by Stiftung Mercator and led by the European Foundation Center in partnership with the China Global Philanthropy Institute
 - **Strong analytical background.** Responsible for the financial and operational management of the programs department; prepared budgets, analyses and reports, and presented the results to the Board on a quarterly basis

- Developed and maintained **strong relationships and effective networks** with relevant stakeholders, including nonprofits, community groups, civic leaders, universities, education experts and media. Represented the foundation and its work on meetings, panels, briefings, and interviews
- Managed the foundation's relationships with international partners and philanthropic institutions (European Foundation Center, Council on Foundations, Synergos, *GirlsNotBrides*, UN agencies)
- Represented the foundation in the **Governing Council** of the European Foundation Center for 4 years
- Co-authored publications together with European foundations:
 - <http://efc.issuelab.org/resource/mainstreaming-disability-a-practical-tool-for-foundations-to-mainstream-disability-into-their-work.html>
 - <https://www.efc.be/wp-content/uploads/2015/05/Breaking-Down-Grant-Making-Silos.pdf>
- Speaker at philanthropy conferences, regular contributor to Alliance Magazine and other publications:
 - <https://www.alliancemagazine.org/blog/is-money-evil-a-social-integration-story-without-money/>;
 - <http://www.alliancemagazine.org/blog/the-sabancı-foundations-approach-a-response-to-strategic-philanthropy-for-a-complex-world/>;
 - <http://philanthropynewsdigest.org/columns/alliance-pnd/foundations-and-the-sdgs-the-conspicuous-absentees-speak-out>;
 - <http://www.alliancemagazine.org/blog/preaching-to-the-choir/>;
 - <http://www.alliancemagazine.org/opinion/strategy-for-breakfast/>

June 12 – Nov 12 **Istanbella.com** Istanbul, Turkey
CEO

- Prepared an assessment of the target market and developed a strategic plan for the start-up
- Suggested and implemented technical improvements, hired bloggers to achieve traffic growth
- Traffic increased by 7x in 4 months (monthly unique visitors: 15K @ June '12 vs 105K @ Oct '12)

Nov 09 – April 12 **Sabancı Holding** Istanbul, Turkey (Leading conglomerate with US\$14 billion revenues)
Manager, Strategy & Corporate Business Development

- Lead the M&A process of Sabancı Holding's non-life insurance subsidiary, Aksigorta. Sabancı signed an agreement on 18/2/2011 to sell 31% shares of Aksigorta to Ageas Insurance at US\$220 million. Ageas valued Aksigorta at US\$710 million, corresponding to a 53% premium over the market cap

Aug 08 – Nov 09 **EFG Istanbul Securities** Istanbul, Turkey (former Turkey branch of the European Financial Group)
Vice President, Investment Banking

- Promoted **twice in four years**
- Advised Europe's largest lottery operator, OPAP in the National Lottery privatization. Assisted OPAP in negotiations with Dogus-Fiba-Alarko Consortium, advised the client on the right bidding strategy.
- Team leader at the privatization of the natural gas distribution company of Kocaeli Municipality. The Company was successfully privatized on 14 August 2008. GDF Suez won the tender for US\$ 408 mn.

Sept 06 – Aug 08 **EFG Istanbul Securities** Istanbul, Turkey
Assistant Vice President, Investment Banking

Oct 04 – Sept 06 **EFG Istanbul Securities** Istanbul, Turkey (former HC Istanbul Securities)
Senior Associate, Investment Banking

- Advised Turkish Privatization Administration during the privatization of Turkey's largest steel plant. The company was sold at 85% premium over the market cap (49% for US\$ 2.9 bn)

June 04 - Oct 04 **Global Securities** Istanbul, Turkey
Senior Analyst, Investment Banking

1999 – 2002 **Arthur Andersen** Istanbul, Turkey
Accountant, Audit and Business Advisory Services

Skills and Interests

- Fluent in English and German, native Turkish, basic French, learning sign language
- Board member of Yale Turkey Alumni Association
- Pianist with 20 years of experience, performed piano recitals in Turkey and abroad
- Certified culinary nutrition expert and integrated nutrition health coach
- Street photographer, website: www.ranakotan.com