# ERHAN YILMAZ

Director of Product Management

Bornova, Izmir, Turkey

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## Experience

**Kron Technologies**    **Jun. 2022 – Present**
*Director of Product Management*    *Izmir, Turkey*
- Increased Privileged Access Management (PAM) and Database Access Management (DAM) product portfolio revenue by 15% year-over-year through strategic planning and leadership.
- Directed cross-functional teams of 20+ professionals for product management and software testing, ensuring collaboration and optimized performance.
- Managed projects for local and global grant programs, acquiring substantial funding and fostering innovation.
- Maintained and strengthened relationships with top analyst firms, including Gartner, Forrester, and KuppingerCole, enhancing market positioning.
- Implemented strategic roadmaps for product development, ensuring alignment with market needs and organizational goals.

**Kron Technologies**    **Jan. 2019 – Jun. 2022**
*Research and Development Manager*    *Izmir, Turkey*
- Led the development of 3 innovative product features, increasing competitive advantage and market value.
- Secured funding through national and international grant programs to fuel cutting-edge R&D initiatives.
- Promoted interdisciplinary collaboration to drive consistent innovation and high-quality output.
- Conducted comprehensive research on emerging technologies to guide R&D strategies.

**Kron Technologies**    **Nov. 2016 – Jan. 2019**
*Product Management Lead*    *Istanbul, Turkey*
- Conducted market research and introduced customer-centric solutions, improving adoption rates and expanding market share.
- Developed comprehensive training materials, simplifying product adoption for clients and internal teams.
- Monitored competitor activities to refine product features and stay ahead in the market.

**Ericsson**    **Jul. 2012 – Oct. 2016**
*Integration Engineer*    *Istanbul, Turkey*
- Configured and optimized mobile packet core network equipment, ensuring peak performance and user experience.
- Provided extensive support for integration projects, ensuring seamless transitions and minimal disruptions.
- Collaborated with global teams to design and deploy state-of-the-art network solutions.

## Education

**Ege University**    **Sep. 2020 – Jun. 2022**
*Master of Business Administration (MBA)*    *Izmir, Turkey*

**Istanbul Technical University**    **Sep. 2009 – Jan. 2014**
*Bachelor of Science in Telecommunications Engineering*    *Istanbul, Turkey*

## Publications

**Unveiling Shadows: Harnessing Artificial Intelligence for Insider Threat Detection**
*doi.org/10.48084/etasr.6911 - Feb. 16, 2024*

**Keystroke Biometric Data for Identity Verification: Performance Analysis of ML Algorithms**
*doi.org/10.53070/bbd.1345519 - Oct. 18, 2023*

## Skills

**Languages**: Python, Java, C, SQL, HTML/CSS, JavaScript **Technologies**: Jenkins, Git, Linux, AWS, Azure, GCP

**Certifications**: AWS Certified Solutions Architect, Azure Fundamentals, Google Project Management

**Management Skills**: Team leadership and management, Strategic planning, Negotiation, Market research and product positioning, Customer relations and project management, Agile Methodologies, Product Portfolio management, Communication