



# SELMAN YALCIN

Business Development Manager

## PROFILE

Creative, dynamic, result-driven business development professional with more than 20 years of experience in gaining access to new clients and building long-term relationships in the public/private sector.

Have an established understanding of the New York marketplace and proven experience identifying business opportunities and managing relationships with key clients in the major market sectors including: Corporate, Commercial and Residential Real Estate, Construction, Infrastructure/Transportation, Hospitality, Higher Education and Healthcare.

## PROFESSIONAL STRENGTHS

- Extensive contact base in Developments, Architectural, Engineering, Construction and Real Estate industry.
- Tireless energy, ability to pursue goal until accomplished

## CONTACT

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## WORK EXPERIENCE

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### **Red Connect LLC, President**

June 2017 – Present

- Develop and execute effective business development strategies to generate leads, close multimillion-dollar deals, and win business for sponsored companies.
- Extensive contact base in Real Estate and Construction industry. Have been in touch with over 15,000 guests attended the events. Over 200K email subscribers and 50K social media followers.
- Organized, executed and managed over 200 local, national and international events. Managed all areas of events, from pre-planning, through the event day, and post-event activities

### **SNY Newtown, President**

January 2014 – June 2017

- Manage all business development and marketing activities for the Owners Representative company.
- Project management and consultation from concept to turnover.
- Soliciting, interviewing, negotiating, awarding and managing design, construction and other consultant contracts.
- Management of the close out process including building commissioning, punch list, final payments and owner training.

### **Concrete Industries One, Commodore Constr., Medway Const. Business Development Manager/Estimator**

February 2002 – Jan 2014

- Leads all business development activities.
- Negotiating buy-outs of contracts and coordinated direction.
- Create estimating experience to come up with cost effective solutions.

## EDUCATION

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New York Institute of Technology, New York, NY

January 1996 – December 1998

Bachelor of Science, Business Administration and Management