

Mehmet Can Ucar

Details

Kraków
Poland
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Areas of Expertise

Full Cycle Recruitment (Sourcing, Screening, Interviewing)

Cold Calling & Pipeline Generation

Boolean & X-ray search methods

Market Mapping

ATS & Data Driven Recruitment

Davinci
Resolve/Capcut/Premiere Pro

Lightroom/Photoshop

Content Creation/Visual Story Telling

Social Media
Management/Content Strategy

Google Ads

MEDDPICC

B2B Sales

Account/Stakeholder
Management

Links

[Instagram](#)

[LinkedIn](#)

Languages

English

Turkish

Professional Summary

Business Development Representative at Google Cloud and freelance photographer, videographer and social media manager, combining commercial, creative and digital marketing experience. Previously worked in Talent Acquisition and Google Ads, with 3+ years of experience managing social media and creating content for Krawl Through Krakow. Skilled in client engagement, visual storytelling, content creation, audience growth, recruitment and talent attraction.

Professional Experience

Google Cloud – Business Development Representative | UK & Ireland, TTEC, Kraków

APR 2026 – PRESENT

Generate targeted outbound calls and emails to prospective B2B customers across the UK and Ireland.

Identify and qualify sales opportunities through market research, CRM insights and consultative outreach, collaborating with Account Executives to develop the sales pipeline using MEDDPICC principles.

Prepare visual presentation decks and pitch materials for clients, translating business needs into clear and engaging presentations around Google Cloud solutions.

Freelance Photographer / Videographer / Social Media Manager

AUG 2018 – PRESENT

Create photo and video content for brands and businesses, managing projects from concept and production through editing and final delivery.

Manage social media accounts and content calendars, producing platform-specific content focused on engagement, reach and audience growth.

Work directly with clients to develop creative concepts and deliver end-to-end visual content and social media solutions aligned with their brand and marketing goals.

Google Ads – Account Manager | Turkish Market, TTEC, Kraków

JAN 2026 – APR 2026

Consulted with businesses to identify digital advertising needs and recommend relevant Google Ads solutions.

Conducted outbound and consultative conversations, qualifying business needs and identifying opportunities to support customer acquisition.

Developed strong expertise in digital advertising, campaign performance and customer acquisition strategies in a fast-paced, target-driven environment.

Senior Sourcer, Novo Nordisk via AMS

APR 2025 - MAY 2025

The project has been cancelled before I could start work.

Talent Acquisition Specialist , TP, Kraków

JAN 2022 – DEC 2024

Managed full-cycle recruitment across EMEA for multilingual, operational, IT, leadership and internal roles.

Conducted 15+ screenings and 5+ interviews weekly, supporting an 8-hire monthly target while reducing time-to-fill by 25%.

Built talent pipelines through LinkedIn Recruiter, job boards, referrals and direct sourcing, reducing agency reliance and improving candidate quality.

Streamlined Softgarden ATS workflows and partnered with hiring managers on recruitment strategy; awarded the Global “Go Getter Award” for most offers sent in Q4 2022.

Social Media Manager / General Manager / Recruiter, Krawl Through Krakow

MAR 2018 – JAN 2022

Managed end-to-end recruitment and hiring, successfully sourcing and onboarding 50+ employees.

Managed the company's social media presence and created photo and video content, contributing to 30% audience growth.

Combined recruitment, content creation and social media strategy to strengthen employer visibility and attract both candidates and customers.

Education

National Security - Cyber Security , WSB, Kraków

SEPT 2025 – PRESENT

Work Permit

Fully Authorised to work in Poland without needing additional work permit.