

Sevgihan Yildiz Bircan

Technical Sales Leadership | Mechanical Engineer, Ph.D.

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PROFILE

Mechanical engineer with a Ph.D. and an engineering career beginning in 2002. Supervisor of the Light Chemical Sales Team at MAYEKAWA Europe, combining technical and commercial proposals for compressor packages, customer support, sales operations and team development. Earlier experience spans industrial gearboxes, cooling technology, production engineering and hydrogen research in Belgium, Japan and Türkiye.

CORE EXPERTISE

Team leadership and training | Technical project sales | Compressor packages | Industrial gearboxes and cooling towers | Mechanical and thermal selection checks | Customer and cross-functional coordination | Energy conservation | Salesforce Lightning

RECENT EXPERIENCE

Supervisor, Light Chemical Division

MAYEKAWA Europe | Jan 2026 - Present

- Technical Project Sales Lead Engineer; supervise the Light Chemical Sales Team, set priorities and streamline daily workflows.
- Develop technical and commercial proposals for compressor packages and manage orders, amendments and post-sales support.
- Deliver training and coordinate technical and commercial support for intercompany teams, OEMs and end customers.

Technical Project Sales Lead Engineer, Light Chemical Division

MAYEKAWA Europe | May 2023 - Jan 2026

Project Engineer

Hansen Industrial Transmissions nv | Jan 2021 - Apr 2023

- Prepared technical and commercial proposals for industrial gearboxes and cooling-tower projects, including mechanical and thermal selection checks.
- Managed quotations, amendments and order processing; supported OEMs, customers and sales colleagues.
- Delivered cooling-technology training and led development of an instruments database.

Technical Sales Support Engineer

Hansen Industrial Transmissions nv | Jun 2017 - Jan 2021

EARLIER ENGINEERING AND RESEARCH

Editorial Team Member

Canadian Center of Science and Education | May 2012 - May 2017

- Reviewed scientific articles for quality, accuracy and relevance.

Research Assistant

Nagoya University, Japan | Jul 2009 - Mar 2012

- Researched hydrogen production from biowaste through hydrothermal gasification; conducted experiments, data analysis, publications and conference presentations, and supported students in the laboratory.

Research Assistant

Yildiz Technical University, Türkiye | Nov 2005 - Apr 2009

- Conducted research and supported students in steam/gas turbine and fluid-flow machinery laboratories.

Technical Sales Support Engineer

Makino CNC Ileri Teknoloji Ltd. Sti. | Sep 2004 - Nov 2005

- Prepared quotations, proforma invoices and sales reports; coordinated departments around new sales.

Production and R&D Senior Engineer

Varteks Textile Machinery | Aug 2002 - Sep 2004

- Prepared machinery documentation, parts and assembly drawings, and bills of materials.

EDUCATION

Ph.D. Mechanical Engineering | Nagoya University | 2009-2012

Research Master in Fluid Dynamics | von Karman Institute for Fluid Dynamics | 2006-2007

MSc Mechanical Engineering | Yildiz Technical University | 2003-2006

BSc Mechanical Engineering | Yildiz Technical University | 1998-2002

PROFESSIONAL DEVELOPMENT AND LANGUAGES

ATEX (explosion safety); Transitioning to Management for Salespeople; How to Motivate Your Sales Teams; Microsoft 365 / SharePoint and advanced Outlook.

Turkish: native or bilingual. English: professional working proficiency. Dutch and Japanese: limited working proficiency.