

EFE KUCUK

SUMMARY

With over 5 years of experience in the gaming industry, I have had the privilege of working with great game studios and global brands. I have had the opportunity to support successful indie game studios and have contributed to multiple hit titles. I usually play League of Legends in my free time.

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EXPERTISE

Product Management

Game & Content Design

Business Strategy

Partnership Management

Business Development

Game Production

WORK EXPERIENCE

HEAD OF BUSINESS DEVELOPMENT

Sep 2022 - present

Dynasty Studios, Sep 2022 - Present

- Drove partner studio portfolio by %450, prepared detailed company profiling system for M&As
- Designed a CRM, and grew the contact base by %60 within the first month
- Established an internal web3 & blockchain knowledge base, saving 12+ hours of training per employee

CO-FOUNDER & CEO

Sep 2019 - Aug 2022

Game Factory, Istanbul

- Acquired and retained 3150+ contracted game developers to the platform
- Supervised 70+ incubated game studios, delegated and strengthened over 250+ mobile games
- Secured and pioneered a global partnership network of 30+ brands (Google, Amazon, Zynga...)

CO-FOUNDER

Sep 2019 - Apr 2022

Hi Games, Istanbul

- Monitored over 70+ hypercasual and 4+ casual games
- Led and designed the mobile hit game "Ground Digger" reaching over 20M+ in downloads
- Worked on partnered IP projects with top-tier brands

PUBLISHING MANAGER

Mar 2019 - Sep 2019

Mynet Games, Istanbul

- Negotiated, coached, and signed over 15+ game studios as the first PM of the company
- Orchestrated the iterations of 100+ mobile games
- Enhanced the core game designs and core loops of the tested prototypes

BUSINESS DEVELOPMENT SPECIALIST

Aug 2018 - Mar 2019

Playz Sports, Istanbul

- Modeled and pioneered product delivery roadmaps
- Launched the initial product reaching 250k+ users
- Established new connections with VCs & angels

EDUCATION

Istanbul University, Turkey

2017 - 2023

Bachelor of Business Administration

Isendoorn College, Netherlands

2015 - 2016

AFS Student Exchange Program