

Glotify

Partnership with



Business Development Consultancy

Welcome to Glotify
To be "Global" with "Glotify"

-  Dubai
United Arab Emirates
-  Riyadh
Kingdom Saudi Arabia

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A Summary of Our Company Profile

We help our companies to export from Türkiye to Middle East. We also support our clients to drive business development activities, export consultancy, strategic procurement and inspection services. Let's connect you to your buyers in Middle East or suppliers in Türkiye and China.

Therefore, we want to provide the best business development services for your company. We want to make sure your marketing strategy can actually reach the right customers.



Why Glotify?

- We are doing extensive and customized market research for your company with our 20+ years experienced team
- Defining potential customer list and setting the target business partners
- On-site visits to potential buyers in the UAE
- Arranging B2B meetings
- End-to-end export process coordinating including logistics, collection, key account management etc.
- Working as a regional office for you



Our Team

Glotify team is focus on representing brands and producers as their regional office in United Arab Emirates with extensive experience.



Bilgehan Yıldırım

Partner

15+ years Market Research, B2B Business Development, Finance, Key Account Mng.



Rahim Albayrak

Partner

CEO Kuwait Turk Part. Bank UAE (2009-16)
Country Advisor of Türkiye Presidency Investment Office (2016 -)



Dr. Ahmet Canlı

Advisor

Commercial Attache in Dubai, (2018-22)
Head of Department, Ministry of Economy, (2014-18)
Commercial Attache in New York, (2009-13)



Elif Pınar

Head of Operations

Experience in banking, HR, and leading corporate environments, with expertise in operations management, people coordination, and business support.



Ahsan Mughees

CPA / Head of Accountant

Financial consultant with 15+ years of experience, including over 10 years in Dubai, specializing in corporate accounting, VAT advisory, and tax compliance across the UAE.



Nizar

Riyadh Office



Kasım

Ankara Office



Ebru

Accountant



Esra

BD



Serhan

BD



Birsu

Accountant



Reem

Operations



Hassan

Accountant

Our Services

Business Development

- B2B Matchmaking Event
- Market Research
- Representing as a regional office
- Legal Services
- Government Incentives Consultancy
- Company Setup
- Accounting and Tax
- Find Prospective Franchisees



B2B Event / References

OUR EVENTS

- In Dec'25 AI B2B Matchmaking Event for UAE Embassy Ankara in Dubai.
- In Nov'25 Infrastructure B2B Matchmaking Event for UAE Embassy Ankara in Istanbul.
- In Nov'25 Food Buyer Delegation for UAE Embassy Ankara in Istanbul.
- In Oct'25 Heavy Industry B2B Matchmaking Event for UAE Embassy Ankara in Istanbul.
- In Oct'25 Food Buyer Delegation for UAE Embassy Ankara in Bursa.
- In Oct'25, Energy B2B Matchmaking Event for UAE Embassy Ankara in Dubai.
- In Sep'25, Investment meetings for UAE Embassy Ankara in Kastamonu.
- In Jun'25 Food Buyer Delegation for Konya Chamber in Türkiye.
- In Apr'25, Building Materials B2B Matchmaking Event for DAIB in Riyadh KSA.
- In Feb'25, Furniture B2B Matchmaking Event for BTISO in Dubai.
- In Dec'24, Energy B2B Matchmaking Event for UAE Embassy Ankara in Dubai.
- In Nov'24, Furniture B2B Matchmaking Event for UAE Embassy Ankara in Dubai.
- In Nov'24 Baby and kids clothes B2B Matchmaking Event for BTISO in Jeddah KSA.
- In Nov'24 Aromatic plant B2B Matchmaking Event for Izmir Ticaret Borsası in Dubai.
- In Oct'24, Fintech B2B Matchmaking Event for UAE Embassy Ankara in Dubai.
- In Oct'24, B2B Matchmaking Event for TIM in Dubai.
- In Oct'24, Medical B2B Matchmaking Event for UAE Embassy Ankara in Dubai.
- In Sep'24, F&B B2B Matchmaking Event for UAE Embassy Ankara in Dubai.
- In Mar'24, IT B2B Matchmaking Event for Gazi Technopark in Dubai.
- In Feb' 24, B2B Matchmaking Event for IKMIB in Riyadh KSA.
- In Jan'24, B2B Matchmaking Event for UAE Embassy Ankara in Dubai.
- In Oct'23, Gitex B2B Matchmaking Event for HIB in Dubai
- In Jun'23, Fintech and Smartcity B2B Matchmaking Event for HIB in Dubai.
- In Jan'23, Marble B2B Matchmaking Event for BAIB in Dubai.

EMBASSY OF THE
UNITED ARAB EMIRATES
ANKARA



سفارة
الإمارات العربية المتحدة
أنقرة

TiM
TÜRKİYE
EXPORTERS
ASSEMBLY



Istanbul Chemicals and Chemical
Products Exporters' Association

BTISO
BURSA CHAMBER OF COMMERCE AND INDUSTRY

BAİB
BATI AKDENİZ
İHRACATÇILAR BİRLİĞİ



URKAYA
EXCLUSIVE

DOĞA GRUP

ta!da!
tam tadında

Doğa'nın Lezzet Sırları
SADE
organik

Virgin
MEGASTORE

Fuska



bueno

GREENLIGHT
collectibles
CLASSIC COLLECTION

TOYS e TOYS
by ENERJİCİGİLİ

Starcamp



HANGAR

NEHİR
HAGİTÇİLİK

MIRCORP

B2B Event Highlights

We truly believe in Türkiye's potential. 🚀

- Very proud to successfully complete the B2B matchmaking event for **Baby & kids clothes** producers. 50 companies from Türkiye, **more than 580 one to one meetings** and 4 site visits in 3 days with more than **80 local** companies in KSA.
- As the official B2B matchmaking organizer, Glotify had the honor of bringing together 42 Turkish tech companies at **GITEX GLOBAL** Largest Tech & Startup Show in the World in Dubai. We're proud of our successful partnerships. With the support of the Republic of Türkiye Ministry of Trade and Hizmet İhracatçıları Birliği we arranged **c.450 meetings, connecting more than 80 companies**.
- The exclusive event concluded with the participation of local company representatives in Dubai and 21 **fintech and smartcity** companies from Türkiye. During the event, over **250 one-on-one meetings** were held with more than **50 companies**.



Business Dev. Project Highlights

We truly believe in Türkiye's potential. 🚀

- Glotify has been representing the Fuska company in the UAE since 2020, operating with four different brands under the UAE umbrella. The FUSKA brand alone has reached **more than 50 sales points** within the first year.
- The collaboration with the TADA Gluten Free brand commenced in 2022, and within one year, product sales were initiated in **Carrefour, Al Maya, and Zoom supermarkets**.
- In the collectible vehicle category, we began collaborating with Greenlight and MiniGT in 2023. Within six months, we secured a place on special shelves at **8 Virgin stores in the UAE**. Additionally, we have finalized agreements **for 2024 in Oman, Qatar, and Kuwait**.
- The store opening processes for Bueno Shoes were managed in collaboration with the leasing departments of 6 shopping malls in 2023. As of February 2024, the **first store is set to open** at Dubai Festival City Mall.
- In 2023, market entry support was provided to two separate companies in the **Fintech and software** sectors. **B2B meetings were organized with the largest banks and holdings in the UAE**, offering assistance throughout the market entry process.

