

Mr. Ulaş Terzi

Teams: Defense & Aerospace; International

Expertise Areas

- International Defense-Industrial Strategy
- Cross-Border Business Development and Market Entry
- Strategic Partnerships and Joint Ventures
- Geopolitical Risk and International Affairs
- Energy, Infrastructure, and Dual-Use Industrial Cooperation

Professional Experience

Mr. Terzi supports clients at The SPECTRUM Group in international engagement, defense-industrial strategy, and cross-border partnership development, particularly in regions where political, industrial, and security dynamics intersect. His work focuses on defense systems, land platforms, infrastructure, energy, and dual-use industrial cooperation.

Prior to and concurrent with his role at The SPECTRUM Group, Mr. Terzi has held senior leadership and advisory positions across multiple organizations, supporting global defense and industrial stakeholders. He serves as a Director with the American Turkish Business Roundtable (ATBR), and is engaged at the shareholder and strategic level with Koluman, a major Turkish industrial group with longstanding defense vehicle production partnerships. In the United States, he serves as Chief Executive Officer of a U.S.-based subsidiary supporting transatlantic industrial collaboration, and as Special Projects Director for Pansophico, where he leads international strategic initiatives and cross-border development efforts.

Earlier in his career, Mr. Terzi worked extensively in China and across Asia-facing markets, contributing to large-scale commercial and industrial projects while building deep expertise in geopolitical risk, international negotiations, and strategic market access. Throughout his career, he has engaged closely with military, government, and industry leaders, supporting dialogue, sustainment concepts, and long-term capability development aligned with national security and defense-industrial objectives.

Key Positions

- CEO, Koluman U.S.-based subsidiary
- Director, American Turkish Business Roundtable (ATBR)
- Special Projects Director, Pansophico
- Senior Advisor for U.S. Defense Market Development, Koluman

Education

- M.A., Chinese Foreign Policy and International Relations, Shanghai Jiao Tong University
- B.A., Economics, Uludağ University

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