**SOLOMON**

Email: Solomon.314370@2freemail.com

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| Nationality | Ethiopian  |
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| Date of birth | June. 11, 1978 |
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| Gender | Male  |
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| Marital Status | Married in 2008, and have three sons |
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|  Occupational field | Mechanical Engineering, B.Sc.  |
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| Education  | Addis Ababa University , Ethiopia |
| Dates | October 1996 to February 2002 |
| Title of qualification awarded | **B.Sc in Mechanical Engineering**  |
| Principal subjects/occupational skills covered | Basic and Fundamental courses in Mechanical Engineering  |
| Name and type of organisation providing education and training | Addis AbabaUniversity, Faculty of Technology, the premium and most honourable university in the country  |
| Level in national or international classification | Honourable University of the state  |
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| Work experience |  |
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| Dates | **January 2016 until recent**  |
| Occupation or position held | **Business and Project Development Consultant** |
| Main activities and responsibilities | Active in business development and project consultancy in water supply design projects, water well drilling projects, power back-up recommendations, solar powered projects, Heating, ventilation and Air conditioning /**HVAC**/ systems, and marketing development for various engineering products for water, Air and power supply business sectors.  |
| Type of business or sector | Engineering Consultancy and Electromechanical Contractor |
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| Dates | **September 2012 till December 2015**  |
| Occupation or position held | **Sales and Marketing Manager** |
| Name and address of employer | **DAVIS AND SHIRTLIFF - ETHIOPIA PLC**, KIRKOS SUB CITY, ST. URAEL CHURCH AVENUE,TEL. 00251-115-514355, FAX. 00251-115-514354, ADDIS ABABA, ETHIOPIA |
| Main activities and responsibilities | Responsible for the overall monitoring and supervision of sales and marketing activity, develop marketing and sales annual plan, oversee financial flow and stock balance, access marketing activity and prepare market forecast, prepare competitors survey and introduce new sales and marketing strategies, organize product promotional events and new product introduction platforms, organize annual sales and marketing reports to management, etc. |
| Type of business or sector | Sales and Promotion of **DAVIS AND SHIRTLIFF** brand of water supply products, water treatment equipment, solar powered supply and water handling products, swimming pool and fountain decoration products. |
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| Dates | **December 2009 till August 2012** |
| Occupation or position held | **Senior Sales Representative & Product Manager** |
| Name and address of employer | **Atlas Copco Department – Hagbes PLC**, KIRKOS SUB CITY, ETHIO-CHINA FREINDSHIP AVENUE, WOLLO SEFER AREA, TEL. 00251-114-668608, FAX. 00251-114-667848, ADDIS ABABA, ETHIOPIA |
| Main activities and responsibilities | Responsible for sales, marketing and promotion of Atlas Copco brand Water Well drilling machines, Blast hole drilling machines, Mining and Exploration machines, Drilling tools and auxiliary products. Market development, market survey, prepare marketing materials, presentations.Prospecting customers, preparing sales plan and action strategies, keep customer data record, collect competitor information.Support customers, handle after sales feedback.Contract preparation, contract follow-up, conclude contract. Recommend stock order, follow-up order and keep stock balance for fast moving consumables. |
| Type of business or sector | Sales and distribution of Atlas Copco water well drilling, blast hole drilling, exploration drilling, mining equipments, Road construction and demolition equipments, drilling consumables, portable and stationary compressors and different pneumatic tools. |
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| Dates | **November 2007 till December 2009** |
| Occupation or position held | **Sales Representative**  |
| Name and address of employer | **ETHIO INVESTMENT GROUP** PLC, KIRKOS SUB CITY, KERA AREA, TEL. 00251-114-654644, FAX. 00251-114-654135, ADDIS ABABA, ETHIOPIA |
| Main activities and responsibilities | Responsible for the promotion and marketing of various light and heavy duty construction equipments and earth moving machineries, such as excavators, loaders, roller compactors, concrete pumps, crushers, etc. Preparation of technical documents for supply of the above equipments. Also involved in inspection, testing and delivery of equipments to clients. |
| Type of business or sector | Import and distribution of light and heavy duty construction machineries and equipments, vehicles, trucks, and different machineries. |
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| Dates | **October 2004 till November 2007** |
| Occupation or position held | **Sales &Customer Service Engineer** |
| Name and address of employer | **WATT INTERNATIONAL PLC**, KIRKOSSUBCITY, GOTERA AREA, TEL. 00251-114-421748, FAX. 00251-114-423833, ADDIS ABABA, ETHIOPIA |
| Main activities and responsibilities | Responsible for the sales and preparation of tender documents for supply of water handling products such as surface pumps, submersible pumps, drainage pumps, different pipes and fittings, valves, diesel generators, water treatment laboratory equipments, surveying equipments, geophysical investigation equipments, etc. Also involved in the preparation of technical design documents for various town water supplyprojects. **January 2006 till November 2007****Sales &Customer Service Department Head**Responsible for customer handling, stock order planning, order follow up, contract preparation and follow up, inspection and delivery, after sales customer feedback handling and support. |
| Type of business or sector | Supply and installation of water supply related equipments such as water pumps, diesel generators, different pipes and fittings, water analysis laboratory equipments, surveying and geophysical instruments. Contracting electromechanical water supply projects, power generation and distribution network, industrial, sugar factory, and irrigation turn-key projects.  |
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| Dates | **August 2002 till October 2004**  |
| Occupation or position held | **Design Engineer** |
| Name and address of employer | **MESFIN INDUSTRIAL ENGINEERING PLC**, TEL 00251-344-405034, MEKELLE, TIGRAY, ETHIOPIA |
| Main activities and responsibilities | Responsible for the preparation of manufacturing drawings, process flow diagrams, and cost estimation of various industrial steel works and structures such as cargo handling trucks and trailers body, liquid handling trucks and trailers body, underground and over-ground tankers, antenna tower structures, etc. Also active in supervision of workshop, manpower and resources utilization. |
| Type of business or sector | Manufacturing of Industrial steel products, cargo bodies, tankers, trailer and semi-trailer products, etc. |
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| Latest Trainings | Various short term trainings and workshops in the following topics |
|  | Total Quality Management June 2003 |
|  | Project Management November 2005 |
|  | Entrepreneurship July 2006 |
|  | Customer service forBusiness sectors September 2007Various Pump selection and sizing softwares, water supply design application, 2004 – 2010**LORENTZ** solar power systems design application, 2014**NAVISION** Financial Software in October 2015 |
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| Personal skills and competences |  |
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| Mother tongue(s) | Amharic  |
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| Other language(s) | English  |
| Self-assessment |  | Understanding | Speaking | Writing |
|  |  | Listening | Reading | Spoken interaction | Spoken production |  |
| Language |  |  | Very good  |  | Very good |  | Very good |  | Very good |  | Very good  |
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| Organisational skills and competences | I have very good recommendation and reputation from all the companies I have worked at for my competency and performance. |
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| Technical skills and competences | I have served in various engineering and industrial companies where technical knowledge is very mandatory and I have good reputation from these companies. |
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| Computer skills and competences | I have basic computer skills in operating software like MS Windows, application software like**Microsoft office outlook, Task Organiser & Scheduler, MS Word Processor, MS Excel, MSAccess, MS Project, MS PowerPoint, AUTOCAD** computer aided design, analytical software like **ADINA** finite element analysis software, **WaterCAD** water supply design software, and **NAVISION** Financial Software etc,  |
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| Driving licence | I have second grade valid driving license and have been driving for last ten years. |
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| **Professional Membership**  |

| **Organization** | **Membership/Role** | **Member Since** |
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| Society of Ethiopian Mechanical Engineers /ESME/ | Active member | December 2000 |

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