

Contact HR Consultant for CV No: 316950

E-mail: response@gulfjobseekers.com

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**Sales and Marketing officer, Business Development officer, Market Researcher and Development officer, Commercial officer, Client relationship officer**

**A. PERSONAL DATA**

**Gender**: Male

**Date of birth:** 16/APR/83

**Marital Status**: single

**Languages:** Fluent in English, Arabic (fair)

**Visa Status**: Tourist Visa

Driving License: Ethiopian Driving license

## B. EDUCATION

* **BA in Business Management,** from Alemya University with 3.56 CGPA out of 4.00.
* **ACCA ( F1,F2,F3)**

**C. TRAININGS AND MERIT AWARDS**

* Best academic Achievement from Haromaya University.
* 2nd dan Taekwondo black belt
* Best employee of the year award from GRIP
* Driving license international

**D. SUMMARY OF EXPERIENCE**

Over 10 years of experience as **sales and Marketing officer, Sales supervisor, Business Development officer and Commercial officer.**

* Prepare strategic and annual marketing and sales plan with implementation
* Sales person Management and sales branch supervision
* Business plan development and implementation.
* Develops promotion and brand image projects.
* Conducting marketing research and develop analysis.
* Develop organization operation manual especially for marketing, import and export departments
* Develop promotion strategies, implement act as a PR for the company.
* Designing branches and sales outlets and follow up business operation.
* Forecasting sales targets and allocating resources.
* Sourcing and designing marketing and sales networks
* Making strategic plan for over all commercial activities of the companies

**E. EMPLOYMENT RECORD**

* Project Coordinator and administrator , sales supervisor and sales at Misereor ( German organization ) partner with Godanaw, ( Ethiopia organization) in Ethiopia , (February 1, 2014 up to Oct, 2016) .

it is a German business development organization stationed in Ethiopia , organized to capacitance small business organizations equip themselves by providing them with necessary training , finance and market analysis to make them successful business.

* Sales and Marketing Manager, (jan 2011 up to December, 2013) KAKI LLC Automotive Distributor, Construction machinery and Heavy Equipment, Spare parts DUBAI, UAE.
* Sales manager**,** from (Jan 2006 - Dec 2011) Haward Technology Middle East Abu Dhabi, oil and gas company.

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**F. TYPES OF INDUSTRIES I USED TO WORK**

* **Business development**
* **Medical Supplies Distributors**
* **Hospitality Business development**
* **Import export**
* **Technical Training**

**G. CIRTIFICATION**

I, the undersigned, certify that to the best of my knowledge and belief, these bio data correctly describes me, my qualifications and my experience.