Fasil

C/o- Tel. +971505891826

[Fasil.350278@2freemail.com](mailto:Fasil.350278@2freemail.com)

|  |  |
| --- | --- |
| **Curriculum Vitae** |  |
| **Personal information** |  |
|  |  |
| Date of birth: | 02/02/1983 |
| Sex: | Male |
| Marital Status | Single |
| Nationality: | Ethiopian |
| **Education and training** |  |
| Year | 2016 |
| Title of qualification awarded | BA degree |
| Principal subjects / occupational skills covered | **Degree on Business management** |
| Name and type of organization  providing education and training | Alpha University college |
| Year | 2009 |
| Title of qualification awarded | Certificate |
| Principal subjects / occupational skills  covered | **Certified cargo handler** |
| Name and type of organization  providing education and training | Ethiopian Airlines School of Marketing |
| Year | 2004 |
| Title of qualification awarded | Diploma |
| Principal subjects / occupational skills  covered | **Film and advertising script writer** |
| Name and type of organization  providing education and training | Lewatan Media and Communications |

|  |  |
| --- | --- |
| Year | 2002 |
| Title of qualification awarded | High school diploma |
| Principal subjects / occupational skills  covered | *Certificate with distinction* |
| Name and type of organization | Addis ketema Sec. School |
| **Work experience** |  |
| Dates | 07/2010 – Dec/ 2017 |
| Occupation or position held | **Sales and Marketing Representative** |
| Main activities and responsibilities | Driving commercial strategy in both Djibouti and Ethiopia with more emphasis on Ethiopia as it’s an emerging Market for Damco,  Recruitment and Team development, Country Sales Reporting, Brand Awareness , Market Share expansion,  Procurement of 3rd party services (customs brokerage, sea freight, air freight and trucking rates) , and delivering Damco’s budget target by ensuring that the commercial team deliver financial and non financial objectives  Developing different products and promoting the different trade lanes with the goal of selling bigger and together.  I am also tasked with spear heading the set up of Damco in Ethiopia and overseeing different operation for Ethiopia  I used to oversee the Vendor Management Programs for Starbucks, H&M and have done logistics advisory with regards To Ethiopia and Djibouti for Tesco and KappAHL |
| Name and address of employer | Damco Djibouti S.A  Immeuble Plein Ciel, P.O.BOX 1383 Republic of Djibouti |
| Type of business or sector | Freight Forwarding |

|  |  |
| --- | --- |
| Dates | 02/2010- 07/2010 |
| Occupation or position held | **Liaison Officer** |
| Main activities and responsibilities | Since it was new and under establishment process all the license process for the company  Advertise the company services on all market  Recruitment and Team development, Country Sales Reporting, Brand Awareness , Market Share expansion |
| Name and address of employer | Eurolux General Trading |
| Type of business or sector | General Trading/ Import and Export |
| Dates | **10/2009-01/2010** |
| Occupation or position held | **certified Cargo Marketing agent** |
| Main activities and responsibilities | Customer handler as an Import and Export cargo agent  Break down or build up cargo agent  Apron cargo agent  Aircraft weight and balance cargo agent  Cold room cargo agent |
| Name and address of employer | Ethiopian Airlines, Addis Ababa |
| Type of business or sector | Air Line |
| Dates | 02/2006-10/2009 |
| Occupation or position held | **Independent sales representative** |
| Main activities and responsibilities | Sales of product by words of mouth advertisement  Making one to one and group presentation  Training the new representatives |

|  |  |
| --- | --- |
| Name and address of employer | Quest net ltd (global online networking Company) |
| Type of business or sector | Conglomerate Network Marketing |
| Dates | 03/ 2004-01/2006 |
| Occupation or position held | **Advertiser and Promoter** |
| Main activities and responsibilities | Advertising production management  Advertising script writing  Sales on Advertising |
| Name and address of employer | Artech Digitall , Addis Ababa |
| Type of business or sector | Advertizing |
| **Personal skills and**  **Competences** |  |
| Computer Skills | Excellent at Microsoft office packages (Word, Access, excel, Power point and Publisher)  Good Knowledge on Adobe Photoshop design and photo edit. |
| Language skill | Oral Written |
| Amharic | Excellent Excellent |
| English | Excellent Excellent |
| Social skills and competences | An active team member and leader, helping to build collaborative relationships, achieve common goals and establish and maintain a positive working environment in constantly changing and culturally sensitive situations. |
| Organizational skills and competences | Able to plan, focus and prioritize work activities, taking into consideration deadlines and time management, resource availability and Client needs. |

|  |  |
| --- | --- |
| Technical skills and competences | An efficient trouble-shooter the key being able to identify the problem or hindrance and then setting about finding and implementing a solution |
| Artistic skills and competences | Able to work independently on my own initiative and making decisions which will impact on my work. Good at disseminating information to different audiences. |
| Other skills and competences | **Versatility**- I believe one is gifted to carry on any task once opportunity is availed. I am open and ready to learn new Knowledge and skills to achieve the goal at hand. |
|  | **Analytical Skills** -An effective thinker, able to apply knowledge to practical situations and engage good judgment especially where issues concerned are sensitive. Also, can easily identify gaps and barriers  and build on current strengths. |
| Driving license(s) | Auto/ Level 2 |