**Abenezer Bekele**

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| [Abenezer Bekele](https://www.linkedin.com/in/abenezer-b-654113289/) |

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EDUCATION

# Georgia State University| Atlanta, GA

**-** Bachelor of Computer Information Systems **May** 2026

SKILLS

Languages: SQL (Advanced), Python (Familiar), Excel (Advanced), HTML(Intermediate). Tools: Microsoft 365, Quartus Prime, Siemens NX, Node.js, Salesforce

EXPERIENCE

# Chevron Atlanta, GA

***Sales Manager***

* Integrated a leading CRM software to enhance customer service, resulting in a 30% increase in customer follow-ups and a notable rise in sales conversions.
* Implemented a sophisticated Point of Sale (POS) system, which streamlined transaction processes and improved customer satisfaction through reduced checkout times.
* Utilized data analytics platforms for sales trend analysis, directly influencing a 25% increase in the effectiveness of marketing strategies.

*July 2022 – August 2023*

# Koramd plc Addis Ababa, Ethiopia

**Sales Manager**

* Orchestrated revenue enhancement and market penetration by integrating cutting-edge inventory management software to streamline export-import operations.
* Directed a team of sales and inventory specialists, employing automated data analysis tools to optimize stock levels and forecast demand with high accuracy.
* Established and cultivated strong business relationships through the deployment of CRM systems, enhancing communication and follow-up with international clients.

*August 2020 – July 2021*

Volunteers & AWARDS

# Save the Children International Addis Ababa, Ethiopia Fundraiser Coordinator

- Initiated and led community fundraising efforts to secure essential resources for underprivileged children, successfully raising funds to cover costs for clothing, food, and educational materials.

*August 2017- September 2018*

# Christian Life Center Layton, Utah Volunteer, Poverty Alleviation Program

- Played a key role in organizing fundraising events and coordinating the distribution of goods to individuals in need, culminating in a large-scale event that provided meals to 500 people during Christmas.

*November 2021 – February 2022*

**Dean's List**

**Georgia State University**: Given in recognition of exceptional academic achievement in the Fall 2023 term.

*December 2023*