

# EPHREM KITILA NEGASSA

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Date of Birth: 1988-12-21 00:00:00 | Gender: Male | Nationality: ETHIOPIAN

## Profile Summary

Graduated with an MBBS degree from Norman Bethune College of Medicine, Jilin University, and additionally hold a Diploma in Pharmacy. With over 5 years of experience in Shanghai, I have developed strong expertise in business operations, client relationship management, and logistics coordination. My most recent role was at Shanghai Murzik Business Consulting Co., Ltd., where I worked closely with international clients, including HSBC, overseeing logistics and business consulting projects.

## Work Experience

Business Consultant at Shanghai Murzik Business Consulting Co., Ltd. (2019-04-09 00:00:00 - 2023-08-27 00:00:00)

Location: Shanghai China04/

Responsibilities: 1.Meet potential clients, understand their needs and requirement on the products.

2.Contracts preparations based on specifications, terms and conditions for each client.

3.Suppliers research and conducting negotiations with manufacturers and Ethiopian clients. Mainly in Machinery Equipment,Light Industry Products and agriculture goods.

4.Factory visits, factory back-ground and quality management certification documents assessment (ISO, CIG, internal audit procedures).

5.Price negotiation, cost breakdown analysis.

6.Organize and do assigned business projects on behalf of clients

## Education

Bachelor's Degree in MBBS

Institution: Norman Bethune College of Medicine Jilin University | Dates: 2010-08-23 00:00:00 - 2023-08-27 00:00:00

Location: Changchun China

Vocational Training (Diploma) in Pharmacy

Institution: keamed | Dates: 2007-09-14 00:00:00 - 2010-07-10 00:00:00

Location: ethiopia

## Skills & Tools

**Bilingual Communication:** Strong written and oral communication skills in English Chinese Russian Amharic Afaan Oromo, enabling smooth interaction with international clients and local partners.

**Analytical Thinking:** Excellent conceptual and analytical abilities, with experience in assessing operational workflows, compliance standards, and quality assurance systems.

**Interpersonal Effectiveness:** Proven interpersonal skills used to build trust and maintain long-term client relationships across cultural and business boundaries.

**Negotiation & Contract Management:** Strong negotiation skills with a track record of preparing and executing contracts that align with both client expectations and legal/industry standards.

## Languages

English, Amahric, Afaan Oromo ,Chinese, Russian