

# EPHREM KITILA NEGASSA

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## 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 - 2023-08-27)

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 - 2023-08-27

Location: Changchun China

### Vocational Training (Diploma) in Pharmacy

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

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**

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English, Amahric, Afaan Oromo ,Chinese, Russian