

Henan Solomon Haileselassie

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Profile Summary

Results-driven sales and commercial professional with some experience in China's elevator and escalator market, including strategic planning, client/vendor management, and sales team leadership. Possesses strong negotiation, analytical, and communication skills, consistently driving business growth and optimizing operations. Adaptable with a technology, engineering, and international trade background, committed to innovation and continuous improvement. A collaborative team player passionate about data-driven decision-making and fostering lasting partnerships. Currently leveraging communication skills within the MSP team, a role I find fulfilling and well-suited.

Work Experience

Art Teacher at Bright Future School (2014-09-15 - 2015-05-29)

Location: Addis Ababa, Ethiopia.

Responsibilities: I was recruited at the age of 19 by Bright Future High School, my alma mater, where I also graduated. After completing high school, I began studying architecture at Unity University. Due to my artistic skills demonstrated during my time in high school, I was asked to teach students from kindergarten through grade 8 while managing my university studies. In this role, I created engaging lessons that fostered creativity, inspired learners, and contributed to a vibrant school community.

International Sales Representative at Fujijoy Elevator and Escalator (2018-06-12 - 2025-08-04)

Location: Suzhou/Nanjing, China.

Responsibilities: Managed international sales efforts for Fujijoy Elevator and Escalator while living in Nanjing. Developed and maintained relationships with global clients, facilitated sales negotiations, and coordinated logistics remotely.

Distribution and Sales Coordinator at Fujijoy Elevator and Escalator (2020-10-20 - 2022-10-20)

Location: Addis Ababa, Ethiopia.

Responsibilities: Held exclusive distribution rights for elevator and escalator products from Fujijoy Elevator and Escalator Company. In collaboration with Zimbali Import & Export, I was responsible for promoting, selling, and facilitating the import and export processes of these products. My duties included managing client relationships, coordinating logistics, and providing support for sales operations to enhance market penetration.

Commercial Lead at Kifiya Financial Technologies P.L.C. (2023-04-24 - 2027-01-01)

Location: Addis Ababa, Ethiopia.

Responsibilities: I was responsible for inventory management at the Piassa warehouse, utilizing the Magento CRM platform and Excel files. As well as handling the marketing and managing a sales team of 9 for the B2C Shega e-commerce platform. Following the platform's deactivation and the shift in our business model, we transitioned to BNPL and inventory credit by merging the B2B and B2C subsidiaries. Subsequently, I was reassigned to oversee device financing, focusing on operations that supported business model development, partnership building, and stakeholder engagement. Currently, I leverage my communication skills within the MSP team, a role I find both fulfilling and well-suited to my strengths.

. at . (2025-05-21 - 2025-05-29)

Location: .

Responsibilities: ...

Education

Certification/Online Courses in Chinese Language

Institution: Nanjing Forestry University | Dates: 2025-10-06 - 2015-05-29

Location: Nanjing, China.

Skills & Tools

Core Skills & Competencies

Inventory Management

Proficient in managing inventory at Piassa warehouse using Magento CRM and Excel.

CRM & Data Analysis

Experience with Magento platform and Excel for data tracking and analysis.

E-commerce & Digital Marketing

Managed marketing and sales teams for B2C Shega platform; transitioned to new business models like BNPL.

Sales & Team Leadership

Led and coordinated a sales team of 9 members, fostering teamwork and performance.

Business Model Transition & Strategic Development

Adapted to B2B and B2C integration, overseeing device financing operations, partnership development, and stakeholder engagement.

Operations & Financial Services

Managed device financing, inventory credit, and BNPL operations to support business growth.

Communication & Negotiation

Strong negotiation skills, relationship building, and stakeholder engagement.

Analytical & Continuous Improvement Skills

Data-driven decision making, process optimization, and performance tracking.

Technical & Software Proficiency

MS Office Suite (Excel, PPT, Word, Outlook), Canva, WordPress; adaptable to various software tools.

Content Creation & Digital Presence

Experience with website management and content design via WordPress and Canva.

Written & Verbal Communication

Clear, effective written communication skills for reports, presentations, and stakeholder correspondence.

Teamwork, Collaboration & Multitasking

Proven ability to work effectively in team settings, manage multiple priorities, and pay close attention to detail.

Languages

Amharic (Native), English (Fluent), Chinese (Conversational)

Awards & Certificates

Scholarship for Chinese language studies from Nanjing Forestry University (2018-09-10)

Description: Awarded for excellence and dedication in Chinese language studies, demonstrating commitment to language proficiency and cross-cultural communication.