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Addis Ababa

## EDUCATION

Bachelor of Arts, Management  
**Addis Ababa University**,  
January 1995 - January 1999

Diploma, Airline Sales &  
Accounting Principles  
**School of Marketing and  
Finance**,  
January 1991 - January 1992

## LANGUAGES

English  
Amharic

# TEDELA MELESSE WOLDEYES

Vice president

## PROFESSIONAL SUMMARY

A highly accomplished airline professional turned sustainability entrepreneur, with over 30 years of progressive leadership experience in the aviation industry, both in Ethiopia and internationally. Mr. Tedela Melesse brings extensive expertise in operations, logistics, customer service, and international relations. As a co-founder and Vice President of UTOPIA Organic Fertilizer Production Company, he is a visionary leader committed to transforming Ethiopia's agricultural landscape through industrial-scale organic fertilizer production. His leadership and strategic insight are instrumental in driving the company's mission of sustainable development, food security, and environmental preservation.

## SKILLS

- Strategic Planning
- Project Management
- International Stakeholder Engagement
- Human Capital Development
- Cargo Coordination
- Grant Liaison
- Development Projects
- Negotiation Skills
- Organizational Leadership
- Operations Management
- Team Building
- Sustainable Agriculture Advocacy
- Logistics Coordination
- Donor Liaison
- Communication Skills

## PROFESSIONAL PROFILE

January 2024 - Current

**UTOPIA Organic Fertilizer Production Company - Vice President & Co-Founder**,  
Addis Ababa

- Company Overview: Ethiopia's leading industrial-scale producer of 100% organic fertilizers.
- Co-founded Ethiopia's leading industrial-scale producer of 100% organic fertilizers.
- Invested ETB 15 million in the establishment and growth of the company.
- Provide high-level oversight on operational, strategic, and administrative functions.
- Represent the company in national and international forums, conferences, and donor engagements.

- Coordinate partnership initiatives with government agencies, NGOs, and international grant organizations.
- Promote sustainable agriculture as a tool for economic empowerment, soil restoration, and climate resilience.
- Advocate for Ethiopia's self-reliance in agricultural inputs through import substitution.
- Ethiopia's leading industrial-scale producer of 100% organic fertilizers.

November 2011 - January 2024

**Ethiopian Airlines - Traffic and Sales Manager, Gondar**

- Led airport operations and sales activities in one of Ethiopia's key tourist hubs.
- Oversaw passenger and cargo handling at Gondar, Lalibela, and Axum airports.
- Ensured service quality, safety standards, and staff performance at all levels.

July 2009 - January 2011

**Ethiopian Airlines - Manager, Customer Services – Import Cargo Traffic Handling**

October 2008 - June 2009

**Ethiopian Airlines - Supervisor, Cargo Traffic Handling**

June 2003 - August 2008

**Ethiopian Airlines - Manager, Airport Services – Hong Kong, Hong Kong**

- Oversaw all airport operations in a major international hub, coordinating with local and Ethiopian stakeholders.

October 1999 - May 2003

**Ethiopian Airlines - Manager, Airport Services – Lagos, Lagos**

November 1997 - September 1999

**Ethiopian Airlines - Expert, Departure Control**

September 1995 - October 1997

**Ethiopian Airlines - Passenger Relations Representative**

October 1992 - August 1995

**Ethiopian Airlines - Airline Marketing Clerk**

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## CURRENT ROLE

Vice President & Co-Founder, UTOPIA Organic Fertilizer Production Company, Addis Ababa, Ethiopia, 01/01/24, Present, Co-founded Ethiopia's leading industrial-scale producer of 100% organic fertilizers., Invested ETB 15 million in the establishment and growth of the company., Provide high-level oversight on operational, strategic, and administrative functions., Represent the company in national and international forums, conferences, and donor engagements., Coordinate partnership initiatives with government agencies, NGOs, and international grant organizations., Promote sustainable agriculture as a tool for economic empowerment, soil restoration, and climate resilience., Advocate for Ethiopia's self-reliance in agricultural inputs through import substitution.

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## PROFESSIONAL DEVELOPMENT

- Air Cargo Management, IATA, 2009
- Dangerous Goods Regulation (DGR) Course, IATA Certified, 2004
- Budgeting & Cost Control, Ethiopian Airlines, 2012
- Advanced Passenger Fares & Ticketing, Ethiopian Airlines, 2003
- Load Planning for Aircraft Types, Ethiopian Airlines, 1995

- Seminar on Environment, Ethiopian Airlines, 2000

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## COMPANY

UTOPIA Organic Fertilizer Production Company

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## PREVIOUS EXPERIENCE

- Traffic and Sales Manager, Ethiopian Airlines, Gondar, Ethiopia, 11/01/11, 12/31/24, Led airport operations and sales activities in one of Ethiopia's key tourist hubs., Oversaw passenger and cargo handling at Gondar, Lalibela, and Axum airports., Ensured service quality, safety standards, and staff performance at all levels.
  - Manager, Customer Services – Import Cargo Traffic Handling, Ethiopian Airlines, 07/01/09, 06/30/11
  - Supervisor, Cargo Traffic Handling, Ethiopian Airlines, 10/01/08, 06/30/09
  - Manager, Airport Services – Hong Kong, Ethiopian Airlines, 06/01/03, 08/31/08
  - Manager, Airport Services – Lagos, Ethiopian Airlines, 10/01/99, 05/31/03
  - Expert, Departure Control, Ethiopian Airlines, 11/01/97, 09/30/99
  - Passenger Relations Representative, Ethiopian Airlines, 09/01/95, 10/31/97
  - Airline Marketing Clerk, Ethiopian Airlines, 10/01/92, 08/31/95
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## AWARDS

Certificate of Service, Ethiopian Airlines, 2007, Awarded for 15 years of outstanding service and dedication.