

Kidus Yosef

AREAS OF EXPERTISE

Project management

Marketing

Cost control

Import & Export Mgt.

PROFESSIONAL

BA

CIPM

Full stack development

PERSONAL SKILLS

Commercial Acumen

Innovative Ideas

PERSONAL DETAILS

Kidus Yosef
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Date of Birth: May 27, 1968
Nationality: Ethiopian

SUMMARY OF SKILLS

- Strong leadership and management skills
- Developing project plans, leading project teams, ensuring that the process goes efficiently and on time project delivery
- Excellent critical thinking abilities and focused on results
- Excellent supervisory and communication skills
- Strong organizational and time management skills
- Proven ability in meeting business goals and objectives
- Extremely motivated and detail oriented individual
- Interpersonal & negotiation skill

Work Experience

Owner & Managing Director

Kidus Yosef Foreign Trade Agent, 2015-Hitherto.

- Managing business development & project management activities.
- Working on Financial & various commodities deals in collaboration with trusted agents all over the world.
- Sourcing reliable suppliers for different goods & commodities.
- Consulting Importers & Exporters

Managing Director

Afro-Tibeb Business Group , 2003-2015,

- Set and reached organization's goals and Objectives.
- Managed business development activities
- Directed & secured many awards from different government organizations for the supply of various goods
- Ensured delivery of goods as per the scope, schedule , cost and quality

- Attended and presided over business meetings
- Created & ensured a very good network with different government organizations'
- Supervised & ensured the proper tender evaluation & secured awards on the selected international bids.

Import Control Head

The Motor and Engineering company (MOENCO), 2001-2003.

- Managed the over all import activities of the company
- Directed and monitored import control department activities
- Ensured the proper cost calculation of each and every imported goods
- Introduced efficient working procedures for the department
- Maintained & enhanced smooth working relation ship with customs, banks and forwarding & clearing agents
- Oversaw each department import activities & reported to the management team meeting on monthly basis.

MARKETING AND FOREIGN PURCHASE OFFICER

SIEMENS PVT LTD Co., 1993-2001,

- Performed the company import activities
- Improved the company smooth working relationship with customs , banks , shipping lines & insurance companies
- Foresighted & implemented importing goods via Djibouti port and saved the company from losing multi-million dollars
- Ensured & executed market assessment and cost calculation activities

Transitor

Addis Machine Tool Factory(AMTF), 1990-1993.

- Performed all transitor activities.

EDUCATIONAL BACKGROUND

- Bachelor's Degree in Political Science & International Relations from Addis Ababa University , in 1999.
- Diploma in Purchasing and Supplies management from Junior College of Commerce , in 1989.
- Certified international Project manager (CIPM) from American Academy of project management, in 2013.

Online courses & Autodidactic

- **Learn to program: The Fundamentals** , an online non credit course authorized by University of Toronto and offered through Coursera, 2023
- **HTML, CSS, JAVASCRIPT** for web developers an online non credit courses authorized by John Hopkins University and offered through Coursera, 2023.
- Updating myself by taking different project management & programming courses via Youtube.

HOBBIES

Reading, walking, swimming, listening to music and visiting different places.