<!-- About Section -->

<section id="about" class="py-5 bg-light">

  <div class="container">

    <div class="row align-items-center">

      <!-- About Image -->

      <div class="col-lg-5 mb-4 mb-lg-0">

        <img src="images/about/1.jpg" alt="About Me" class="img-fluid rounded shadow">

      </div>

      <!-- About Content -->

      <div class="col-lg-7">

        <h2 class="mb-4">About Me</h2>

        <p class="lead">

          Hello! I’m <strong>Yohannes Terefe Kebede</strong>, a researcher, research assistant, data analyst, and content creator with over 23 years of professional experience. I hold a degree in Sociology and Social Administration from Addis Ababa University (1997).

        </p>

        <p>

          Throughout my career, I have led and contributed to numerous socio-economic research projects, provided strategic planning expertise, and coordinated departments such as public relations and social services. Detail-oriented and specialized, with demonstrated success in designing research methodologies, conducting data collection, data analysis, and reporting final findings. My work has spanned NGOs, public institutions, and private organizations, delivering insights that drive measurable impact. Currently, I am actively engaged in assisting university students on academic research projects.

        </p>

        <!-- Details -->

        <ul class="list-unstyled mt-4">

          <li><strong>Name:</strong> Yohannes Terefe</li>

          <li><strong>Email:</strong> yohannesterefe69@gmail.com</li>

          <li><strong>Location:</strong> Addis Ababa, Ethiopia</li>

        </ul>

      </div>

    </div>

  </div>

</section>

<!-- Projects Section -->

<section id="projects" class="py-5">

  <div class="container">

    <!-- Section Heading -->

    <div class="text-center mb-5">

      <h2 class="mb-3">Projects</h2>

      <p class="lead text-muted">Here are some of the projects I’ve worked on recently.</p>

    </div>

    <!-- Project Cards -->

    <div class="row g-4">

      <!-- Project 1 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/1.jpg" class="card-img-top" alt="Project 1">

          <div class="card-body">

            <h5 class="card-title">Project One</h5>

            <p class="card-text">

              Customer Satisfaction Survey, Authority for Civil Societies (ACSO), June 2021.

          <br><strong>Role:</strong> Research Leader, Coordinator, Methodology Designer. <br>

              Led a team to design and implement a customer satisfaction survey, achieving an 84% satisfaction rate and providing actionable recommendations for service improvement.

            </p>

          </div>

        </div>

      </div>

      <!-- Project 2 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Project 2">

          <div class="card-body">

            <h5 class="card-title">Project Two</h5>

            <p class="card-text">

              Customer Satisfaction Survey: Efficiency of service provision. 80% customer satisfaction is achieved in the efficiency of service provision with a 20% satisfaction gap, indicating that the majority of customers are experiencing positive outcomes in most service categories or KPIs. The satisfaction gap likely stems from issues with reliability, accessibility, and technological adoption.

            </p>

          </div>

        </div>

      </div>

      <!-- Project 3 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Project 3">

          <div class="card-body">

            <h5 class="card-title">Project Three</h5>

            <p class="card-text">

              Customer Satisfaction Survey: Effectiveness of Service Provision. Satisfaction dominates all subcategories, indicating general satisfaction (87%) with a dissatisfaction rate of 13%.

            </p>

          </div>

        </div>

      </div>

      <!-- Project 4 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Project 4">

          <div class="card-body">

            <h5 class="card-title">Project Four</h5>

            <p class="card-text">

              Customer Satisfaction Survey: Transparency of Service Provision. Satisfaction dominates all subcategories, indicating general satisfaction (88.23%) with a dissatisfaction rate of 11.77%.

            </p>

          </div>

        </div>

      </div>

      <!-- Project 5 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Project 5">

          <div class="card-body">

            <h5 class="card-title">Project Five</h5>

            <p class="card-text">

              Customer Satisfaction Survey: Responsiveness and Timeliness of Service. Satisfaction dominates all subcategories, indicating general satisfaction (74%) with a dissatisfaction rate of 26%.

            </p>

          </div>

        </div>

      </div>

      <!-- Project 6 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Project 6">

          <div class="card-body">

            <h5 class="card-title">Project Six</h5>

            <p class="card-text">

              Customer Satisfaction Survey: Responsibility in Service Provision. Satisfaction dominates all subcategories, indicating general satisfaction (84%) with a dissatisfaction rate of 16%.

            </p>

          </div>

        </div>

      </div>

      <!-- Project 7 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Project 7">

          <div class="card-body">

            <h5 class="card-title">Project Seven</h5>

            <p class="card-text">

              Customer Satisfaction Survey: Accountability in Service Provision. 80% of respondents are satisfied with staff accountability, while 20% are dissatisfied — showing good performance with room to improve accountability systems.

            </p>

          </div>

        </div>

      </div>

      <!-- Project 8 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Project 8">

          <div class="card-body">

            <h5 class="card-title">Project Eight</h5>

            <p class="card-text">

              Customer Satisfaction Survey: Ethical Conduct in Service Provision. Overall satisfaction is 85%, showing generally positive experiences with room for improvement toward excellence.

            </p>

          </div>

        </div>

      </div>

      <!-- Project 9 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Project 9">

          <div class="card-body">

            <h5 class="card-title">Project Nine</h5>

            <p class="card-text">

              Customer Satisfaction Survey: Impact of Legal Framework on CSOs Service Provision. 90.5% reported satisfaction, indicating strong approval. Dissatisfaction was minimal (9.5%), reflecting supportive legal frameworks enabling strong CSO performance.

            </p>

          </div>

        </div>

      </div>

      <!-- Project 10 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Project 10">

          <div class="card-body">

            <h5 class="card-title">Project Ten</h5>

            <p class="card-text">

              Customer Satisfaction Survey: Quality of Service Provision. 94% of respondents were satisfied with service quality. High satisfaction rates indicate effective, user-focused service systems.

            </p>

          </div>

        </div>

      </div>

      <!-- Summary of Projects -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/2.jpg" class="card-img-top" alt="Summary of Projects">

          <div class="card-body">

            <h5 class="card-title">Summary of Projects</h5>

            <p class="card-text">

              Overall User Satisfaction Level: 84% overall satisfaction rate is achieved, indicating that the vast majority of customers experience positive outcomes across all Key Performance Indicators (KPIs).

            </p>

          </div>

        </div>

      </div>

      <!-- Project 11 -->

      <div class="col-md-6 col-lg-4">

        <div class="card h-100 shadow-sm">

          <img src="images/projects/3.jpg" class="card-img-top" alt="Project 11">

          <div class="card-body">

            <h5 class="card-title">Project Eleven</h5>

            <p class="card-text">

              Impact of COVID-19 on the Performance of Selected CSOs in Ethiopia, August 2020.

              <br><strong>Role:</strong> Research & Development Director, Authority for Civil Societies (ACSO).<br>

              Led and coordinated a team assessing COVID-19’s impact on selected CSOs, revealing a 25% performance drop and providing strategic recommendations for recovery.

            </p>

          </div>

        </div>

      </div>

    </div>

  </div>

</section>

<!-- Skills Section -->

<section id="skills" class="skills-section bg-white py-5">

  <div class="container">

    <h2 class="text-center mb-5">Skills</h2>

    <div class="row">

      <!-- Skill 1 -->

      <div class="col-lg-3 col-md-6 mb-4">

        <div class="card skill-card h-100 shadow-sm">

          <img src="images/skills/1.png" class="card-img-top" alt="Excel">

          <div class="card-body">

            <h5 class="card-title">Excel</h5>

            <p class="card-text">

              Detail oriented and demonstrated success in Excel data analysis for measuring trends over time using line charts, pivot tables, and formulas. Experienced in calculating key performance indicators (KPIs) such as customer retention rates and statistical metrics like mean, median, standard deviation, and correlation between variables.

            </p>

            <a href="#" class="btn btn-outline-primary">Link to course or bootcamp</a>

          </div>

        </div>

      </div>

      <!-- Skill 2 -->

      <div class="col-lg-3 col-md-6 mb-4">

        <div class="card skill-card h-100 shadow-sm">

          <img src="images/skills/2.png" class="card-img-top" alt="Data Analysis and Visualization">

          <div class="card-body">

            <h5 class="card-title">Data Analysis and Visualization</h5>

            <p class="card-text">

              Experienced in advanced data analysis services, transforming raw data into meaningful insights. Using tools such as Excel, SQL, IBM SPSS, and Power BI, I provide detailed reports, visualizations, and strategic recommendations tailored to organizational goals.

            </p>

            <a href="#" class="btn btn-outline-primary">Link to course or bootcamp</a>

          </div>

        </div>

      </div>

      <!-- Skill 3 -->

      <div class="col-lg-3 col-md-6 mb-4">

        <div class="card skill-card h-100 shadow-sm">

          <img src="images/skills/3.png" class="card-img-top" alt="SQL">

          <div class="card-body">

            <h5 class="card-title">SQL</h5>

            <p class="card-text">

              Proficient in SQL for measuring performance across categories such as sales by region and customer behavior by age group. Skilled in analyzing database activity, including product sales, user engagement, and transactional trends. Experienced in calculating key aggregates like total revenue, average order value, and item counts using SUM(), AVG(), and COUNT() functions.

            </p>

            <a href="#" class="btn btn-outline-primary">Link to course or bootcamp</a>

          </div>

        </div>

      </div>

      <!-- Skill 4 -->

      <div class="col-lg-3 col-md-6 mb-4">

        <div class="card skill-card h-100 shadow-sm">

          <img src="images/skills/3.png" class="card-img-top" alt="Power BI">

          <div class="card-body">

            <h5 class="card-title">Power BI</h5>

            <p class="card-text">

              Qualified in Power BI for measuring business metrics in real time through interactive dashboards and visualizations. Experienced in tracking KPIs like revenue, customer churn, and operational efficiency using dynamic filters and slicers.

            </p>

            <a href="#" class="btn btn-outline-primary">Link to course or bootcamp</a>

          </div>

        </div>

      </div>

      <!-- Skill 5 -->

      <div class="col-lg-3 col-md-6 mb-4">

        <div class="card skill-card h-100 shadow-sm">

          <img src="images/skills/3.png" class="card-img-top" alt="Survey Design and Evaluation">

          <div class="card-body">

            <h5 class="card-title">Survey Design and Evaluation</h5>

            <p class="card-text">

              With extensive experience in Survey Design and Evaluation, I specialize in crafting methodologically sound instruments that yield reliable, actionable insights. My expertise spans the full lifecycle—from defining objectives and sampling techniques to designing clear, unbiased questions and evaluating survey performance for continuous improvement.

            </p>

            <a href="#" class="btn btn-outline-primary">Link to course or bootcamp</a>

          </div>

        </div>

      </div>

      <!-- Skill 6 -->

      <div class="col-lg-3 col-md-6 mb-4">

        <div class="card skill-card h-100 shadow-sm">

          <img src="images/skills/4.png" class="card-img-top" alt="IBM SPSS">

          <div class="card-body">

            <h5 class="card-title">IBM SPSS</h5>

            <p class="card-text">

              Detail oriented and trained in SPSS for measuring complex statistical relationships such as regression analysis, ANOVA, and factor analysis. Experienced in assessing survey responses and demographic patterns with precision—ensuring reliability and validity in social science research.

            </p>

            <a href="#" class="btn btn-outline-primary">Link to course or bootcamp</a>

          </div>

        </div>

      </div>

    </div>

  </div>

</section>

<!-- Skill Card Hover Effects -->

<style>

  .skill-card {

    transition: all 0.3s ease;

    border: none;

  }

  .skill-card:hover {

    transform: translateY(-8px);

    box-shadow: 0 10px 20px rgba(0, 0, 0, 0.15);

  }

  .skill-card img {

    transition: transform 0.3s ease;

  }

  .skill-card:hover img {

    transform: scale(1.05);

  }

  .skill-card .btn {

    transition: background-color 0.3s ease, color 0.3s ease;

  }

  .skill-card .btn:hover {

    background-color: #0d6efd;

    color: #fff;

  }

</style>

<!-- Contact Me Section -->

<section id="contact" class="py-5">

  <div class="container">

    <div class="text-center mb-5">

      <h2 class="mb-3">Contact Me</h2>

      <p class="lead text-muted">Feel free to reach out through any of the platforms below or send me a message directly.</p>

    </div>

    <!-- Contact Icons -->

    <div class="row justify-content-center text-center g-4 mb-5">

      <div class="col-4 col-sm-2"><a href="#" target="\_blank"><img src="icons/linkedin.png" alt="LinkedIn" class="img-fluid mb-2" style="max-height:60px;"><h6>LinkedIn</h6></a></div>

      <div class="col-4 col-sm-2"><a href="#" target="\_blank"><img src="icons/twitter.png" alt="Twitter" class="img-fluid mb-2" style="max-height:60px;"><h6>Twitter</h6></a></div>

      <div class="col-4 col-sm-2"><a href="#" target="\_blank"><img src="icons/github.png" alt="GitHub" class="img-fluid mb-2" style="max-height:60px;"><h6>GitHub</h6></a></div>

      <div class="col-4 col-sm-2"><a href="#" target="\_blank"><img src="icons/medium.png" alt="Medium" class="img-fluid mb-2" style="max-height:60px;"><h6>Medium</h6></a></div>

      <div class="col-4 col-sm-2"><a href="#" target="\_blank"><img src="icons/youtube.png" alt="YouTube" class="img-fluid mb-2" style="max-height:60px;"><h6>YouTube</h6></a></div>

    </div>

    <!-- Contact Form -->

    <div class="row justify-content-center">

      <div class="col-lg-8">

        <form>

          <div class="mb-3">

            <label for="name" class="form-label">Full Name</label>

            <input type="text" class="form-control" id="name" placeholder="Yohannes Terefe Kebede>

          </div>

          <div class="mb-3">

            <label for="email" class="form-label">Email Address</label>

   <input type="email" class="form-control" id="email" placeholder="yohannesterefe69@mail.com>

          </div>

          <div class="mb-3">

            <label for="message" class="form-label">Message</label>

            <textarea class="form-control" id="message" rows="5" placeholder="Write your message here..." required></textarea>

          </div>

          <div class="text-center">

            <button type="submit" class="btn btn-primary px-4 py-2">Send Message</button>

          </div>

        </form>

      </div>

    </div>

  </div>

</section>