

# EBISA FUPI

Addis Ababa, Ethiopia | +251929839303 | fufiebisa@gmail.com | Business Development & Strategy

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## PROFESSIONAL SUMMARY

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Dynamic business professional and co-founder with a strong background in management and client acquisition. Proven ability to identify opportunities, build relationships, and drive revenue growth. Played a central role in landing the majority of client projects at WELEBA Technology, combining strategic thinking with hands-on execution in the Ethiopian technology sector.

## EXPERIENCE

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### Co-Founder & Business Development Lead | WELEBA Technology

Nov 2025 – Apr 2026 • Addis Ababa, Ethiopia

- Drove client acquisition strategy, responsible for landing the majority of WELEBA's project contracts.
- Built and maintained relationships with enterprise and SME clients across key industry verticals.
- Collaborated with the technical team to translate client requirements into actionable project scopes.
- Contributed to company positioning, go-to-market strategy, and partnership development.
- Supported operations and ensured client satisfaction throughout project delivery cycles.

## EDUCATION

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### Bachelor of Arts in Management

Addis Ababa University • Addis Ababa, Ethiopia

## SKILLS

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**Business & Strategy:** Client Acquisition, Business Development, Partnership Building, Sales Strategy, Negotiation

**Management:** Project Coordination, Stakeholder Management, Team Collaboration, Operations

**Industry Knowledge:** Technology Sector, Ethiopian Market, Startup Ecosystems, KYC & Financial Services