

# Tewodros Belay

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🏠 Property Consultant/Advisor, Business Development, Strategic planning, Performance Management, Research and Learning

🌐 <https://www.linkedin.com/in/tewodros-tadesse-belay/>

## SUMMARY

Experienced Planning and Business Development professional with a demonstrated history of working in strategic planning, business development, market research, and performance management. Proven leadership abilities and expertise in creating comprehensive strategic plans, identifying opportunities for growth, and leading cross-functional teams. Adept at data analysis and interpretation, with advanced analytical skills, and proficiency in multiple languages and software tools.

## EXPERIENCE

### Property Consultant/Advisor | Rathore Real Estate

08/2024 to Present

- Supported clients in the identification and acquisition of residential and commercial properties.
- Performed comprehensive market analyses to deliver accurate property valuations and current trends to clients.
- Facilitated property showings and negotiations on behalf of clients.

### Property Advisor/Consultant | Leading Properties, Dubai, UAE

07/2024 to 08/2024

- Assisted clients in identifying and securing residential and commercial properties
- Conducted thorough market analysis to provide clients with up-to-date property valuations and trends.
- Led property showings and negotiations

### Chief, Planning and Business Development | Riders Trading and Manufacturing S.C.

01/2024 to 07/2024

- Identifying crucial strategic partnership opportunities, potential joint ventures, acquisition and mergers targets and essential capital projects
- Working with the board of directors and CEOs to develop inclusive strategic plans
- Collaborating with chief financial and investment officers (CFOs) to establish an annual and/or budget plan according to company strategies
- Communicating strategies to employees and the top management team
- Leading the business-to-business (B2B) communication with the corporate company.

### Senior, Strategic Planning and Marketing Research Officer | Riders Trading and Manufacturing S.C.

06/2022 to 12/2023

- Working diligently as a valued member of the management team.
- Charted the course for the corporate company by meticulously drafting the 15-Year Roadmap.
- Crafted the comprehensive 5-Year Strategic Plan for the organization's growth and success.
- Designed the organizational structure and formulated the operational plan.
- Created and oversaw the implementation of the annual plan, diligently monitoring and evaluating its performance.
- Conducted extensive marketing research to identify potential expansion opportunities and gather vital insights for plan preparation.
- Also entrusted with the role of Procurement Section Head since August 10, 2022.

### Welfare Monitoring and Poverty Analysis Assistant Expert

| Ministry of Planning & Development,  
Addis Ababa, Ethiopia

01/2019 to  
01/2022

- Prepared and continuously updated the macroeconomic development report of the country
- Meticulously identified and acquired relevant data crucial for the preparation of progress reports
- Effectively presented ideas and provided prompt responses to inquiries during internal team meetings and engagements with external stakeholders.

### Planning, Monitoring, Evaluation, and Research Expert | Ministry of Planning & Development, Addis Ababa, Ethiopia

- Developed comprehensive plans aligned with organizational goals and objectives.
- Ensured the effective monitoring, evaluation, and research activities were conducted to assess the impact of implemented initiatives.
- Offered valuable insights and recommendations derived from data analysis and evaluation.

## EDUCATION

Social Entrepreneurship (MBA) | Korean Advanced Institute of Science and Technology (KAIST), Seoul, South Korea

2022

Master of Business Leadership (MBL) | Addis Ababa University

2020

Bachelor of Arts in Economics | Addis Ababa University

2014

## SKILLS

Corporate Strategy

Strategic planning and analysis

Market research and analysis

Leadership and team management

Data analysis and interpretation

Project management