KIDANE SEYOUM  
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## Summary

Highly accomplished Programme Manager and Advisor with extensive experience in enterprise development, value chain management, and urban development and youth empowerment. Proven ability to lead complex projects, mobilize significant financial resources, build robust partnerships, and drive sustainable growth for diverse enterprises and communities. Adept at strategic planning, financial oversight, and fostering strong stakeholder relationships to achieve program objectives.

## Education

• B.A. in Economics, Mekelle University, Ethiopia

• B.Sc. in Statistics, Addis Ababa University, Ethiopia

• M.A. in Urban Management, UMC (IHS and Erasmus University), The Netherlands

## Certifications

• Certified Management Consultant (CMC)

## Work Experience

**Enterprise Growth Manager | USAID Catalyze Market Systems for Growth (Palladium) | January 2023 - March 2025**

* Spearheaded the development and implementation of the Enterprise Development Program, establishing targets and managing performance to promote economic development.
* Designed programs to enhance SME capacity and performance to meet program objectives.
* Collaborated with industry, government, universities, and training providers to identify innovative solutions for increasing SME productivity.
* Provided business advisory service support to over 1000 MSMEs nationwide.
* Recruited and employed over 40 business development service advisors.
* Developed over 8 concept notes focused on MSME support, with 5 approved for implementation.
* Strengthened the capacity of entrepreneurial ecosystem actors through capacity building and connecting them with global networks such as ANDE.

**Urban Development and Youth Empowerment Programme Manager | Oxfam Ethiopia | March 2022 - December 2022**

* Led, coordinated, planned, supervised, and supported Urban Development and Youth for the Future Programs in Ethiopia.
* Designed quality proposals, coordinated funding plans, and managed project budgets and financial reporting.
* Maintained strong funding performance for the Urban Development Program.
* Launched the 'MELA for Her Re-useable Sanitary Pad Production in Ethiopia project,' supporting a social enterprise for women and girls.

**Value Chain Program Manager | Oxfam Ethiopia | March 2020 - February 2022**

* Led the development and implementation of project strategies, overseeing planning, budgeting, and ensuring quality and timely delivery for the Honey Value Chain Project.
* Significantly exceeded fundraising targets by contributing to six project proposals, including an EU Micro-Small and Medium Sized Enterprises Creation call.
* Provided crucial technical support and follow-up for the Loan Guarantee Fund (LGF) facility of the EYW project.

**Enterprise Development Programme Manager / Business Development and Enterprise Advisor | Oxfam Ethiopia | 2014 - February 2020**

* Led and managed the EDP project cycle, including strategic program leadership, planning, budgeting, monitoring, and reporting.
* Provided crucial technical and advisory support to partner enterprises to enhance their management, operational efficiency, and financial health.
* Played a central role in the development and securing of funding for major projects, including the IKEA Foundation-funded 'Empower Youth for Work' (EYW) project.
* Coordinated the establishment of Loan Guarantee Fund (LGF) facilities, providing crucial access to finance for youth beneficiaries within EYW and SINCE projects.

**Deputy Director General (Capacity Building) | Federal Micro and Small Enterprises (SMEs) Development Agency | February 2012 - July 2013**

* Coordinated and supervised the activities of three work units.
* Oversaw the preparation of policies, regulations, and manuals related to access to finance, technology, and business development.
* Supervised the implementation of projects, including the World Bank's Women Entrepreneurship Development Project.

## Skills

Program Management & Leadership: Enterprise Development, Access to Finance Facilitation, Financial Management & Reporting, Business Development & Planning, Strategic Planning & Implementation, Partnership Development & Management, Stakeholder Engagement & Coordination, Fundraising & Proposal Development, Risk Assessment & Mitigation, Monitoring & Evaluation, Team Leadership & Management.

Urban Development: Urban planning, urban governance, housing, land use management, infrastructure development, urban poverty reduction.

Communication: Written and verbal communication, presentation skills, facilitation, negotiation, report writing.

Technical Skills: Microsoft Office Suite (Expert), SPSS (Proficient), Database Management (Working Knowledge).

## Languages

* Amharic (Native)
* English (Fluent)
* Tigrigna (Native)

## References

* Kokeb Berhanu, Deputy Country Director, USAID Catalyze MS4G; Tel: +251 910282906 Addis Ababa, Ethiopia
* Rahel Bekele, Deputy Programme Director, Oxfam GB Tel: +251 911 157146 Addis Ababa, Ethiopia
* G/Meskel Challa, Former Director General, Federal Micro, Small and Medium Enterprises Development Agency Tel: +251 965233694 Addis Ababa, Ethiopia