

COORDINATES

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BASE
Addis Ababa, Ethiopia

CAPABILITIES

Partnerships	100%
Market Analysis	95%
Grant Mgmt	85%
Gov. Relations	90%

EDUCATION

MBA Impact Entrepreneurship
Catholic Univ. (Milan)
2023 - 2025

BSc Civil Engineering
Addis Ababa Science & Tech
2016 - 2021

CERTIFICATION

MCKINSEY
Forward Program Alumni

RENED
PMP Qualification

HARVARD FOUNDED
Aspire Leaders Program

MICHAEL ENDALAMAW.

BUSINESS DEVELOPMENT & PARTNERSHIPS LEAD

\$420k 374 43%
PORTFOLIO STARTUPS EFFICIENCY

Business development professional with 5 years of experience scaling startup portfolios and facilitating international partnerships in Ethiopia. Expert in identifying market opportunities and bridging the gap between public policy, development goals, and private innovation.

PROFESSIONAL EXPERIENCE

- Business Development Lead** 08/2025 - PRESENT
ZERO-ONE ZERO-ONE TECH
 - > Identify and assess collaboration opportunities emerging from ecosystem needs.
 - > Engage private companies and development actors to explore partnership structures.
 - > Develop project concepts and support proposal preparation for funders.
- Deputy Strategy Officer** 09/2025 - PRESENT
EFUYE GELA (PART-TIME)
 - > Lead enterprise-focused initiatives supporting startup aggregation.
 - > Identify partnership pathways with public and private actors.
- Program & Innovation Hub Lead** 09/2024 - 06/2025
ORBIT INNOVATION HUB (SEED PROGRAM)
 - > Led entrepreneurship portfolio (USD 420,500); oversaw incubation across 17 cities.
 - > Supported 374 startups, contributing to 2,000+ jobs and market readiness for 90+ ventures.
 - > **Strategy Officer:** Designed consultation toolkit reducing incubation cycle by 43%.
 - > **Program Officer:** Operationalized incubation with TVETs/Universities and seed grants.
- Project Assistant** 02/2021 - 06/2023
STEMPOWER INC.
 - > Coordinated public-private health initiative refurbishing 22 ambulances with Ministry of Health.
 - > Advised 16 startups on grant and matching-fund applications.

ADDITIONAL LEADERSHIP & HISTORY

Business Strategy Advisory

Freelance // 2024-2025

Supported opportunity identification and proposal preparation for consulting engagements.

President (Board)

Rotary Fellowship Urban Gardening

Leading strategic direction and board operations (2025-Present).

Senior Volunteer

Egna Legna (Govt) // 2019-2022

Managed IDP student resources and coordinated with Federal Police/Ministries.

VP Public Relations

Blue Nile Toastmasters

Managing public image and communication strategy (2025-Present).