

HIZBAWI MERESA

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EDUCATION

WASHINGTON UNIVERSITY IN ST. LOUIS, OLIN BUSINESS SCHOOL, St. Louis, MO

May 2027

Master of Business Administration

- Dean's Scholarship recipient (full tuition)
- Concentration: Corporate Finance and Strategy
- Coursework: Mergers & Acquisitions, Advanced Corporate Finance, Data Analytics, Project Management, Management and Strategy, Strategic Cost Analysis, Financial Management, Financial Accounting, and Operations Management
- Led quantitative analysis for an RGA-sponsored forecasting study, using Python, Excel, and AI tools to evaluate prediction models and deliver structured recommendations on strategic question segmentation
- Member of Olin Strategy and Consulting Association, and Olin Finance Club

MEKELLE UNIVERSITY, Mekelle, Ethiopia

July 2017

BSc, Mechanical Engineering

- Led a 5-member team across 3 capstone engineering design projects, managing scope, timelines, and deliverables from concept through final implementation

PROFESSIONAL EXPERIENCE

Gedion and Hizbawi Detergent Manufacturing Company, Mekelle, Ethiopia

June 2023-March 2025

General Manager

- Led post-conflict business turnaround after two-year wartime shutdown; developed strategic restructuring plan that reduced total costs 37% and restored 85% of pre-war market share within three months
- Designed and implemented workforce reintegration program for conflict-affected employees, driving 18% productivity improvement within the first quarter of resumed operations
- Renegotiated contracts with two major chemical importers, achieving 26% input cost reduction and securing supply reliability critical to margin recovery
- Developed structured 90-day recovery roadmap; synthesized operational data, cost drivers, and market intelligence to identify priority workstreams and present actionable recommendations to stakeholders

Gedion and Hizbawi Detergent Manufacturing Company, Mekelle, Ethiopia

October 2017-June 2021

General Manager & Co-Founder

- Co-founded consumer goods manufacturing company; identified underserved market opportunity, recruited four co-founders, and secured government-backed financing to launch operations
- Scaled business ~45% CAGR over three years, leading 25 employees and 40+ laborers while nearly doubling daily production capacity from 9.5 to 17 tons per day
- Designed go-to-market strategy that captured 28% regional market share within four months of launch; drove 23% revenue growth through retail channel expansion and four major wholesaler partnerships
- Built demand forecasting models that reduced inventory costs 45%; applied Kaizen methodology to improve production yield 17% and lower defect rates
- Increased gross profit 23% through structured supplier negotiations; grew customer base 23% via targeted promotional campaigns across multiple cities in Tigray
- Conducted competitive landscape and customer segmentation analysis to inform go-to-market positioning, pricing strategy, and regional expansion priorities; translated data into structured recommendations

PROFESSIONAL QUALIFICATIONS

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| • Financial Modeling & Valuation | • Structured Problem Solving | • Turnarounds & Growth Strategy |
| • Python, Excel, Tableau | • Market & Competitive Analysis | • Corporate Finance & Go-to-Market |
| • P&L Management & Cost Optimization | • Cross-Functional Leadership | • Negotiation & Stakeholder Management |
| | • Data Analysis & Reporting | |

SKILLS/ACTIVITIES/INTERESTS

- **Language:** English, Tigrinya (Native), Amharic (Fluent)
- **Hobbies:** Olympic weightlifting, reading business books, travel to historic destinations
- **War-Induced Career Break (June 2021 – December 2022):** Regional conflict and safety constraints; focused on professional development through business books and podcasts
- **Work authorization:** U.S. Permanent Resident (no sponsorship required)