

## Personal

**Hannes Garben****Date and Place of Birth***May 26<sup>th</sup>, 1990, Germany***Nationalities***German, Swiss, New Zealander***Hobbies***Website • Blogging • Podcasts •  
• entrepreneurial events • hiking &  
running • meditation • board games***Objective**

Empower businesses as they are one of the strongest entities to be a vehicle for change!

**Book Favorites**

Long Walk to Freedom, Nelson Mandela • Nonviolent Communication, Marshall Rosenberg • Mindwise, Nicholas Epley



## Work Experience

- 10/2022 – Today  
*Germany / Ethiopia*  
Business Development and Grant Funding Director at Djoubi GmbH  
Djoubi is an investment holding that builds and invests in companies  
❖ Business development and composing of funding proposals
- 09/2022 – 01/2023  
*Germany / Ethiopia*  
Grant Application Writer at ClimEtSan-OnTheGround GmbH i.G.  
A startup implementing climate projects in Ethiopia  
❖ Proposal writing for grants
- 05/2020 – 07/2021  
*Ethiopia*  
Project Coordinator at the Center for African Leadership Studies & xHub  
Incubation and startup support programs  
❖ Team lead in startup incubation in partnership with UNDP and the FDRE Jobs Creation Commission; further projects with USAID and IKEA Foundation  
❖ Lead in grant applications; securing more than half a million USD
- 11/2019 – 04/2021  
*Ethiopia*  
Senior Consultant at East Africa Partners Consulting PLC  
Creating investment opportunities in Ethiopia  
❖ Ethiopian startup ecosystem SWOT analysis  
❖ Lead in workshop series with startup hubs and TUM-Tech GmbH
- 12/2018 – 11/2019  
*Ethiopia*  
Founder at DevMatch  
Connecting software/app developers with the European market  
❖ Client relations and business development  
❖ Partnerships with universities, recruitment of 40+ developers
- 06/2018 – 12/2018  
*Switzerland*  
Wealth Management Assistant at Parkview Ltd.  
A multi-family investment office  
❖ Tracking and analyzing parts of the investment portfolio  
❖ Analyzing potential new investments
- 08/2016 – 04/2018  
*Switzerland*  
Lead Marketing and Sales at Up Stream Surfing  
A startup that enables urban river surfing  
❖ Sales lead achieving initial revenues by setting up the customer base  
❖ Marketing lead; increased sales via new marketing channels
- 03/2016 – 08/2016  
*Switzerland*  
Internship as a Market Researcher at Innofact AG  
A full-service market research institute  
❖ Sub-project management in various market research projects  
❖ Statistical analysis in SPSS/ Excel, interpretation, and evaluations

Universities  
Education

- 09/2021 – 08/2022  
*Netherlands*  
*Thesis in Ethiopia*  
Universiteit van Amsterdam & Vrije Universiteit Amsterdam  
Joint Degree MSc in Entrepreneurship  
How Funding Works in Ethiopia: How do Expert Entrepreneurs and Funding Partners Engage in Practices of Funding
- 10/2011 – 10/2015  
*Germany*  
University of Göttingen  
BA in Economics and Sociology
- 09/2013 – 02/2014  
*Belgium*  
Ghent University, Erasmus  
Economics

Extracurricular	09/2022 – 12/2022 USA	Yale University Course: The Science of Well-Being
	08/2020 – 10/2020 USA	Massachusetts Institute of Technology (MIT) Course: Just Money: Banking as if Society Mattered
	08/2019 – 09/2019 USA	Y Combinator Startup School Startup Accelerator Modules
Volunteering	03/2018 – 04/2018 Kenya	Mentor at Village Capital A venture capital firm ❖ Mentor at the Fintech Africa event in Nairobi ❖ Feedback for startups on milestones and investment potential
	01/2018 – 07/2018 Switzerland	VP of Operations at Rocket Hub A co-working space for early-stage startups ❖ Operations team lead ❖ Startup monitoring and events
	09/2010 – 08/2011 Nigeria	Community Service with Weltwärts BMZ and Service Civil International At the Orphanage Ijamido Children's Home
	07/2008 – 10/2008 Togo	Volunteering with the Association of IT Village and Deutsch-Afrikanische Zusammenarbeit in educational programs
Languages	German	Native Speaker
	English	Fluent C2
	French	Basic
	Amharic	Basic
Softwear	Tools	Google Analytics/SEO, podcast/video editing
	Office	All Microsoft Office Programs
Soft	Communication	Leading and managing teams, relationships/networking with stakeholders
	Intercultural	Cross-cultural management
	Organizational	OKRs, problem-solving, working under pressure
Summary	Having been active as an entrepreneur and founder, as well as a consultant in Ethiopia, provide me with in-depth insights about the business environment in an emerging market, the obstacles entrepreneurs face, and how they maneuver them. Having conducted research about funding and cross-cultural communication, I am well prepared to lead teams, motivate partners, and operate in challenging environments supporting entrepreneurs and businesses.	

April 18<sup>th</sup>, 2023

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