

Biniam E. Yimer

IT Manager | Systems Engineer | Software Product Owner
Backend, ERP, Cloud, Cybersecurity, AI, Mobile, IoT & RF Systems

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PROFESSIONAL PROFILE

IT Manager, Systems Engineer, full-stack solutions builder, and independent software business owner with more than eight years of hands-on experience across business applications, ERP, Linux infrastructure, databases, cloud deployment, cybersecurity, AI automation, mobile systems, GPS/telematics, BLE/IoT, and technical leadership. Combines operational responsibility with product engineering: translating business processes into architecture, building and deploying the software, hardening and monitoring the environment, onboarding users, and supporting systems after launch. Has sold inventory platforms to pharmacies and building-material businesses under annual subscription arrangements and operates paid private GPS tracking services for individual customers.

Experienced in leading IT teams, supporting Odoo 17 and ERPNext/Frappe implementations, developing Python/Django utilities, designing PostgreSQL backup and recovery workflows, building defensive monitoring tools, applying authorized ethical-hacking practices, integrating AI services for Amharic and business workflows, and designing hardware-connected fuel and telematics platforms. Particularly effective in ambiguous environments where technical depth, security awareness, business judgment, and end-to-end ownership are all required.

8+	B2B	END-TO-END	MULTI-LAYER
YEARS IN IT SYSTEMS, OPERATIONS & ENGINEERING	SOLD SOFTWARE WITH ANNUAL SUBSCRIPTIONS	DISCOVERY, BUILD, DEPLOYMENT & SUPPORT	SOFTWARE, CLOUD, SECURITY, AI, RF & IoT

CORE VALUE PROPOSITION

- Owns complete solution lifecycles: requirements discovery, process analysis, architecture, implementation, hosting, security, migration, user onboarding, maintenance, and customer support.
- Connects executive and operational priorities with hands-on engineering across applications, infrastructure, data, automation, devices, and defensive controls.
- Builds practical systems for local operational realities, including weak connectivity, mobile-first workflows, role-based accountability, auditability, recovery, and long-term maintainability.
- Brings commercial judgment from independently selling, operating, and supporting customer-facing software products and subscription services.

LEADERSHIP AND DELIVERY

PROFESSIONAL EXPERIENCE

Founder, Software Product Owner & Solutions Engineer

ONGOING / CONCURRENT

BiniShare - Independent Software Business | Addis Ababa / Remote

Designs, sells, deploys, hosts, and supports focused software products and technical services for local businesses and individual customers.

- Sold ROMNA pharmacy inventory software and ShareW building-material inventory software with recurring annual subscription and support arrangements.
- Operates paid private GPS tracking services for individual customers, including tracker onboarding, location ingestion, secured access, infrastructure hardening, and operational support.
- Built and delivered document-tracking, AI-assisted language-learning, inventory, workflow, telematics, and remotely hosted business applications.

- Owns commercial and technical delivery: customer discovery, proposal and scoping, architecture, development, deployment, training, billing relationships, maintenance, troubleshooting, and product evolution.
- Runs self-hosted n8n automation infrastructure for AI-assisted content, integrations, monitoring, and repeatable business workflows.

ENTERPRISE IT AND ENGINEERING

PROFESSIONAL EXPERIENCE

IT Manager & Full-Stack Systems Engineer

AUG 2023 - PRESENT

DMC Construction and Real Estate - Addis Ababa, Ethiopia

Leads IT operations and internal systems improvement across departments while remaining hands-on with ERP, backend utilities, infrastructure, databases, automation, and delivery management.

- Manages Senior and Junior IT Officers, delegates operational workloads, establishes task visibility, standardizes service tracking, and supports cross-department technology requirements.
- Supported Odoo 17 migration, database restoration, server configuration, module learning, production troubleshooting, operational optimization, and payroll/salary-structure implementation concepts.
- Developed Python/Django tools for transaction processing, property registry, document and operational data workflows, and other internal business needs.
- Designed PostgreSQL backup routines using scheduled dumps, compression, offsite transfer, restore planning, and monitoring practices to improve disaster readiness.
- Administers and troubleshoots Linux/Ubuntu environments, Nginx, systemd services, ports, processes, permissions, storage, logs, TLS certificates, SSH, and application connectivity.
- Built AI-assisted n8n and Gemini workflows for script generation, media processing, content automation, and repeatable operational pipelines.
- Prepared Figma wireframes and Flutter prototypes for a multi-dashboard real estate marketplace and coordinated implementation concepts for mobile developers.
- Supported deployment analysis for high-wattage LED display systems through load calculations, infrastructure planning, and technical recommendations.
- Developed or supported business platforms including weighbridge, asset, property, document, attendance, expense, and employee-information workflows.

Enterprise Solutions Engineer

2024 - 2026

Zyro Industrial & FutureTech - Project-Based / Concurrent Engagements

Designed enterprise and industrial systems spanning ERPNext/Frappe, manufacturing and inventory operations, asset models, and hardware-integrated fuel management.

- Customized ERPNext/Frappe concepts for manufacturing cycles, warehouse processes, inventory control, item movement, and custom DocType planning.
- Structured centralized asset and inventory models with stock-flow calculations, reorder points, ownership, and operational accountability.
- Architected Smart Fuel Management System components across driver/officer applications, backend validation, queues, GPS, QR permissions, payments, audit controls, and capacitive fuel-sensor verification.
- Produced feasibility analysis, system architecture, ERDs, process flows, threat models, implementation roadmaps, and technical/commercial documentation.

ICT System Administrator

OCT 2018 - AUG 2023

Gize Trading PLC - Addis Ababa, Ethiopia

Administered databases, Linux servers, security controls, disaster-recovery activities, and daily technology operations while developing targeted tools to reduce manual work.

- Maintained corporate databases, backup routines, recovery workflows, performance monitoring, user access, and operational availability.

- Hardened Linux servers using UFW, fail2ban, SSH tunneling, access restrictions, defensive configuration, service review, and monitoring practices.
- Developed Excel-to-MySQL parsing utilities for structured data transfer and built a standalone Android SMS dispatch application for constrained communication scenarios.
- Provided daily troubleshooting across hardware, software, endpoints, networks, printers, servers, storage, accounts, and business applications.

SOLD, DELIVERED AND OPERATED

COMMERCIAL PRODUCTS & CUSTOMER SYSTEMS

SOLD SOFTWARE | ANNUAL SUBSCRIPTION | ONGOING SUPPORT

ROMNA Pharmacy Inventory Platform

Commercial pharmacy inventory web application deployed for paying customers. Covers product and stock registration, inventory visibility, business operations, hosted access, and maintained customer support.

- Converted pharmacy operational requirements into a focused product rather than a generic prototype.
- Owns the customer relationship from deployment and onboarding through recurring support and product changes.

Technologies / scope: Business analysis, inventory logic, web development, database, hosting, onboarding, annual subscription management, maintenance

SOLD SOFTWARE | ANNUAL SUBSCRIPTION | ONGOING SUPPORT

ShareW Building Materials Platform

Inventory and shop-operations platform sold to building-material businesses. Supports structured items, stock movement, operational visibility, customer deployment, and recurring maintenance.

Technologies / scope: Inventory workflows, business rules, web application, database, remote deployment, subscription operations

PAID PRIVATE SERVICE | ACTIVE CUSTOMER OPERATIONS

BiniShare GPS Tracking Service

Private GPS tracking service for individual customers with device identity, tracker onboarding, live location ingestion, restricted customer access, monitoring, and firewalled infrastructure.

Technologies / scope: GPS, Traccar, GT06, Linux, networking, customer access, secured hosting, technical support

IMPLEMENTATION IN PROGRESS

AddisTaxi - Addis Ababa Taxi System

City mobility implementation bringing together passenger and driver workflows, dispatch, live GPS, trip operations, identity, payments, notifications, and a command dashboard for Addis Ababa taxi services.

- Designing the platform as an operational ecosystem rather than a standalone booking screen.
- Current work focuses on implementation planning, workflow definition, service architecture, and integrated operational controls.

Technologies / scope: Mobile applications, real-time location, dispatch logic, driver/passenger roles, payments, notifications, operations dashboard

DELIVERED BUSINESS SOFTWARE

Document Tracking Platform

Application for registering documents, assigning ownership, recording movement, tracking status, improving accountability, and retrieving organizational records.

Technologies / scope: Workflow analysis, role-based access, status tracking, auditability, search and retrieval

COMMERCIAL PRODUCT BUILT | DOMAIN ACTIVE

Eduverse Language Center

AI-integrated Chinese-learning platform combining structured lessons, learner workflows, intelligent assistance, educational content, and online services. The domain remains active while application operations are currently paused.

Technologies / scope: AI-assisted learning, Chinese language content, web application, learner workflows, hosting

SELF-HOSTED OPERATIONAL PLATFORM**AI Automation & Creator Infrastructure**

Private n8n infrastructure integrating AI-assisted scripting, content transformation, monitoring, data movement, video workflows, Telegram integrations, and repeatable business automation.

Technologies / scope: n8n, Gemini, LLM APIs, Python, webhooks, Telegram bots, Remotion, media pipelines

CREATOR ENGINEERING | ACTIVE HANDS-ON PRACTICE**YouTube, Video Editing & Programmatic Media**

Operates YouTube-oriented content workflows spanning planning, editing, Amharic localization and dubbing, publishing, AI-assisted scripting, and code-driven Remotion video generation.

Technologies / scope: Video editing, YouTube production, Amharic dubbing, Remotion, AI media automation

ARCHITECTURE, IMPLEMENTATION AND EXPERIMENTATION**SELECTED ENGINEERING PROJECTS****INDUSTRIAL IOT AND ENTERPRISE ARCHITECTURE****Smart Fuel Management System**

Designed a fuel-control ecosystem connecting driver and officer mobile workflows, station queues, transaction validation, GPS, QR permissions, payments, audit events, and tank-level verification.

- Studied advertising, pairing, device identity, range limitations, sensor protocols, and secure mobile ingestion for wireless fuel sensors.
- Developed threat models covering spoofed transactions, beacon emulation, replay, MITM risk, physical verification, plausibility checks, and anti-spoofing controls.

Technologies / scope: BLE, Technoton DUT-E S7, AoooG AG-BFLS, capacitive sensors, PostgreSQL, Redis, mobile/backend architecture

COMPUTER VISION | LOCALIZED AI**Ethiopian License Plate Recognition**

Designed and trained YOLO-oriented detection and OCR workflows for Ethiopian and Amharic license characters, including an active-learning concept for iterative accuracy improvement.

Technologies / scope: Python, YOLO, OCR, ALPR, dataset preparation, active learning, model evaluation

CLOUD AI AND LANGUAGE LOCALIZATION**Amharic Transcription, Translation & Dubbing Pipelines**

Built and deployed workflows for Amharic speech transcription, translation, speaker tracking/diarization, media processing, and localized audio or dubbing output.

Technologies / scope: Google Cloud Run, Vertex AI, Gemini, Whisper, speech-to-text, diarization, Amharic NLP

MOBILE AND TELEMATICS ENGINEERING**Flutter GPS Data Sender & Device Dashboard**

Developed and troubleshooted a Flutter GPS sender with device identity, IMEI validation, background operation, server communication, tracking dashboards, and resilient Dart TCP socket behavior.

Technologies / scope: Flutter, Dart, TCP sockets, GPS, IMEI/device ID, background execution, wakelock, mobile dashboards

MOBILE-BACKEND INTEGRATION**Android SMS / OTP Gateway**

Built Android-based SMS dispatch and gateway workflows for OTP login, internal communication, and notification scenarios where conventional cloud channels were constrained.

Technologies / scope: Android, Django integration, SMS, OTP, mobile permissions, backend workflows

DATA ENGINEERING AND PRODUCTIVITY AUTOMATION

Operational Data Integration & Spreadsheet Automation

Created tools for subscriber-data merging, payment-data organization, SIM-card analysis, Excel-to-database transfer, date cleanup, item counting, pattern-based extraction, and structured CSV/Excel outputs.

Technologies / scope: Python, Excel, CSV, MySQL, PostgreSQL, data matching, transformation, validation

DELIVERED AND PROTOTYPE SYSTEMS

Business Application Portfolio

Hands-on development across weighbridge, employee attendance, digital vCard/contact management, yearbook and memories, flip-book, expense/subscription tracking, video-ad scheduling, e-commerce, LMS/Moodle, property, registry, and Ethiopian Orthodox Bible/audio applications.

Technologies / scope: Django, PHP, React/React Native, Flutter, Android, PostgreSQL/MySQL/SQLite, cPanel and Nginx deployment

EXPERIMENTAL ENGINEERING AND RESEARCH

Algorithmic Financial Automation

Developed Python modules connected to MetaTrader 5 for XAUUSD technical-analysis experiments, structured strategy testing, signal evaluation, backtesting concepts, and risk-control research. Work is presented as engineering experimentation, not investment advice or guaranteed performance.

Technologies / scope: Python, MetaTrader 5, Exness integration, quantitative analysis, XAUUSD, backtesting

HANDS-ON TECHNOLOGIES AND OPERATIONAL CAPABILITIES

TECHNICAL SKILLS MATRIX

Backend & Web	Python, Django, PHP, JavaScript, HTML5, CSS3, Node.js, Express, REST APIs, React, Spring Boot, Thymeleaf, Java, C#, Kotlin, C++, WordPress, cPanel applications, webhooks and integrations.
Databases & Data	PostgreSQL administration and integration, MySQL, SQLite, MongoDB familiarity, Firestore/Firebase architecture, Redis, Flyway migrations, schema design, ERDs, SQL, data migration, parsing, cleaning, merging, validation, CSV/Excel automation and restore planning.
ERP & Enterprise	Odoo 17 migration and operations, database restoration, module configuration, payroll/salary structure concepts, ERPNext/Frappe, manufacturing and warehouse flows, custom DocTypes, inventory, assets, CRM, attendance, weighbridge, property and document workflows.
Cloud & Hosting	Google Cloud Run, Vertex AI, AWS EC2, DigitalOcean, Firebase/Firestore, Netlify, cPanel, DNS routing, TLS/Certbot, Nginx reverse proxy, hosted domains, remote deployment and cloud-native processing.
Linux & DevOps	Ubuntu/Linux administration, systemd, SSH/SCP/rsync, Bash/Shell, PowerShell, Webmin, package management, ports/processes/services, logs, permissions, storage, compression, scheduled jobs, Jenkins/CI-CD fundamentals, WSL, Git/GitHub and recovery workflows.
AI & Vision	YOLO, ALPR/OCR, Gemini, Vertex AI, Amazon Bedrock and agents, Hugging Face model selection, Whisper, speech-to-text, speaker diarization, LM Studio/local models, active learning, AI-assisted workflows and Amharic NLP/localization.
Mobile	Flutter, Dart, React Native, Expo, Android, Android Accessibility Service, Kotlin/Java concepts, background execution, GPS/IMEI/device ID, TCP sockets, OneSignal, SMS/OTP gateways, Gradle troubleshooting and mobile-backend integration.
Automation	n8n, Python utilities, Bash, PowerShell, Telegram bots, webhooks, Google Apps Script, Microsoft Power Automate, Graph/Ads API reporting, scheduled backups, email ingestion, monitoring workflows and programmatic Remotion video.

CYBERSECURITY, NETWORKS & DEFENSIVE ENGINEERING

Server Defense	UFW, fail2ban, iptables, SSH hardening, Nginx restrictions, TLS, access controls, service exposure review, security headers, secrets awareness, backup protection and regional/CIDR restriction concepts.
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Ethical Hacking	Kali Linux, Hack The Box authorized labs, Nmap host/port/service reconnaissance, attack-surface review, vulnerability assessment, controlled validation and defensive remediation on owned or explicitly authorized systems.
Defensive Telemetry	Custom defensive logger design, event and service monitoring, Windows event-log filtering, file-hash integrity checks, process/port/account/persistence investigation, suspicious PHP behavior review and endpoint/server forensic triage.
Network Engineering	Subnet/CIDR analysis, topology and reachability troubleshooting, custom-port diagnosis, Tailscale familiarity, OPNsense/Hyper-V firewall design, GPON/optical troubleshooting, VPN connectivity and secure remote operations.
Security Architecture	RBAC, role and row-level scope, append-only audit concepts, CSRF/CORS controls, rate limiting, idempotency, token revocation, HMAC/signature concepts, certificate pinning, secure BLE provisioning, anti-replay and defense in depth.
Data Protection	BitLocker, VeraCrypt, encrypted portable storage, recovery-key awareness, secure credential handling, protected backup and offsite transfer workflows.

HANDS-ON SIGNAL AND CONNECTED-DEVICE PRACTICE

WIRELESS, RF, IOT & TELEMATICS

Software-Defined Radio	RTL-SDR receiver operation, passive spectrum observation, waterfall and signal-shape interpretation, authorized RF capture, timing/repetition/amplitude comparison and foundational radio-spectrum concepts.
RF Experiments	Reception and inspection of public weather signals; visualization of personally owned vehicle key-fob signals; lawful observation of communication-signal activity without intercepting private content; basic frequency, bandwidth, modulation and interference awareness.
Wireless Security	Controlled wireless observation, BLE threat modelling, replay/spoofing awareness, secure pairing/provisioning concepts and crossover between RF visibility, IoT identity, telematics and defensive design.
IoT & Sensors	BLE integration, capacitive fuel sensors, Technoton DUT-E S7 and AoooG AG-BFLS research, device identity, advertising/pairing, mobile ingestion, data plausibility, physical verification and fuel-system anti-spoofing.
GPS & Telematics	GPS tracking services, Traccar administration, GT06 protocol/emulation concepts, device onboarding, location ingestion, station coordinates, geospatial data, mobile tracking dashboards, firewalled access and customer operations.
Hardware Integration	Smart fuel architecture, portable camera/ALPR concepts, NFC-linked workflows, LED display load calculations, Arduino/connected-device familiarity and mobile-to-hardware operational design.

ARCHITECTURE, PRODUCT & LEADERSHIP

- End-to-end solution architecture across mobile applications, web portals, APIs, databases, caches, object storage, messaging, payments, bots, QR workflows, audit records, infrastructure, and role-based dashboards.
- Business-process analysis for fuel, inventory, property, approvals, payments, queues, attendance, document movement, customer subscriptions, and operational accountability.
- Technical documentation including product requirements, feasibility studies, ERDs, architecture diagrams, process and role flows, migration roadmaps, threat models, implementation plans, proposals, and support documentation.
- IT department leadership, work delegation, staff support, operational prioritization, procurement recommendations, cross-department coordination, user training, and escalation management.
- Product and commercial ownership: B2B sales, scope control, customer onboarding, annual subscriptions, hosting decisions, maintenance, support, and long-term product improvement.
- Interface and product design using Figma concepts, dashboard planning, responsive web design, glass/futuristic UI systems, mobile prototyping, and developer handoff.

EDUCATION & PROFESSIONAL DEVELOPMENT

BSc, Electrical & Computer Engineering Computer Stream Mekelle University, Mekelle, Ethiopia	2012 - 2018
ALX AI Career Essentials (AiCE) Graduate ALX Leadership Academy	2025

INDUSTRY & OPERATIONAL DOMAINS

Business Sectors	Construction and real estate, industrial operations, pharmacy, building-material retail, mobility and taxi services, fleet/GPS tracking, education and language learning, media/content operations and general enterprise administration.
Operational Functions	Inventory and stock control, assets, documents, property, attendance, customer subscriptions, payments, dispatch, queues, location tracking, communications, reporting, backup/recovery, user accountability and technical support.

DELIVERY METHODOLOGY

- Discover the real operational problem, stakeholders, constraints, existing data and failure modes before selecting technology.
- Translate workflows into roles, permissions, data models, process rules, interfaces, integrations, audit requirements and measurable outcomes.
- Design for deployment and operations from the beginning: security, backups, observability, weak connectivity, maintainability and support ownership.
- Validate with users, document the system, train operators, monitor production behavior and improve the product through real operational feedback.

LANGUAGES, WORKING STYLE & ADDITIONAL INFORMATION

Languages	Amharic - Native English - Professional working proficiency
Working Style	Hands-on, systems-oriented, security-conscious, commercially aware, documentation-driven, adaptable and comfortable moving between strategic leadership and detailed technical troubleshooting.
Professional Focus	IT and engineering leadership, enterprise systems, backend and data platforms, commercial software products, secure infrastructure, AI automation, mobility, telematics, IoT and high-impact operational transformation.
Ethics & Authorization	Security testing and RF experimentation are limited to owned or explicitly authorized systems, lawful passive reception and controlled laboratory work. Public descriptions intentionally omit sensitive implementation details and customer information.
References	Professional references and supporting project demonstrations are available upon request, subject to customer confidentiality and infrastructure security constraints.