

# Lealem Terefe Derebie

tlealem@gmail.com | 251911791128 | House No. new, Woreda 08, Lemi Kura sub city, Addis Ababa, Ethiopia. |

<https://www.linkedin.com/in/lealem-terefe-5aa923188/> | 1988-02-04

## Profile Summary

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With over 13 years of work experience, I am partnership and product manager with a passion for driving digital lending innovation and transformation. I have an MBA with a specialization in project management, and I have developed strong skills in market analysis and financial Modeling.

## Work Experience

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### **Partnership and Product Manager at Kifiya Financial Technology PLC (2023-01-11 - 2025-05-06)**

Location: Addis Ababa Ethiopia

Responsibilities: 1. Negotiate Liquidity with banks for loan disbursement.

2. Development of financial products that primally targets MSMEs.

3. Act as a primary point of contact with banks.

### **Senior Business analyst at SunPay solutions S.C (2020-11-23 - 2022-12-30)**

Location: Addis Ababa, Ethiopia

Responsibilities: 1. Market analysis of business sectors, specifically related with sector's potential in the adoption digital payment which contributed to overall strategic plan of SunPay Solutions S.C.

2. Developed financial projections for internal and external stakeholders. Market forecasts and financial projections developed where used in securing payment operator license form National Bank of Ethiopia.

3. Developed POS transaction volume and value projections of different merchant categories.

### **Project Coordinator at World Together Ethiopia (2018-09-03 - 2021-11-21)**

Location: Addis Ababa, Ethiopia

Responsibilities: 1. Project planning and analysis educational and area development projects. Primarily focused on need assessment and budget projection. At the time of project termination budget was at 98% of Initial project budget forecast.

2. Oversee proper documentation financial records.

3. Budget management of project activities being implemented

4. Monitor project performance data and ensure quality of project deliverables in terms of cost.

5. Preparation of project performance report on quarterly and annual basis for external stakeholders

Such as donors and Government institutions involved in period monitoring and evaluation of

World Together Ethiopia Projects.

### **Consultant at Sound speech Solutions (2016-11-06 - 2018-08-30)**

Location: Addis Ababa, ethiopia

Responsibilities: 1. Developed different technical proposal for clients involved in variety of sectors such as Non-profit and SMEs.

2. Quantitative and qualitative data analysis.

### **Project Coordinator at World Together Ethiopia (2011-04-12 - 2014-08-09)**

Location: Addis Ababa Ethiopia

Responsibilities: 1. Supervise implementation of project activities in different sites.

2. Communicate with beneficiaries on how to best implement project activities.
3. Project implementation report preparation for donors and government stakeholders.
4. Participate in designing project proposals

## Education

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### **Master's Degree in MBA**

Institution: Alpha University College | Dates: 2014-09-01 - 2025-05-06

Location: Addis Ababa, Ethiopia

### **Bachelor's Degree in Business Administration**

Institution: Addis Ababa University College of commerce | Dates: 2005-01-01 - 2008-08-30

Location: Addis Ababa, Ethiopia

### **Certification/Online Courses in Digital Money**

Institution: Digital Frontiers Institute | Dates: 2022-08-01 - 2022-10-31

Location: Online

## Skills & Tools

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Microsoft Office Programs - Excel, word, Power point, SPSS

## Languages

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Amharic, English