

Development Bank of Ethiopia
Placement Team managerial position
Addis Abeba

I am very interested in the Director Industry follow-up Directorate post at SME financing. After reading through the job responsibilities, I believe my expertise and experience position me as a candidate for this role. I have fourteen plus years of experience working in DBE in different positions including managerial level proving my qualification and background.

I have worked eight plus years in a managerial position as a sub branch manager and team manager in my career. and I am knowledgeable in different operation of the districts, the very complicated project rehabilitation ,execute the Bank's policy and Procedure and conducting different reports. With this background, I am well-experienced in negotiating agreements, and giving presentation to prospective customers. Since I am working in Adama district for the last five years I am environmentally friendly with the district's staff and the customers and well informed about the projects at Hand. My effective communication and negotiation skills and close deals with clients and my immediate supervisor very efficiently have allowed me to work as a delegate to the district manager's office most often.

If the Bank appointed me as a Director for Industry Follow-up Directorate, I will be committed to the following:

- I strive hard to address all district projects are managed well and maintain uniformity from the KYC. Implementation, follow up and loan recovery, and identify the problems and root causes and propose the way out to the problems.
- Identify the repetitively caused problems which contributed to the increase in NPLS and propose long lasting solutions to the problems including the policy, procedure and the application matters which is a bottleneck to Implementations of Projects.
- Allocate and utilize the resources according to the plan.
- Coordinating all the teams required and communicates with Division heads and team Managers frequently to find a solution to a problem.
- Work strongly for the accomplishment of the assignment with in the given time frame.
- I strive continually for Excellence.
- Assisting in the development of the Bank.

With all the roles I have held, my ambitions, attitude and dedication along with my trained business background has allowed me to close deals effectively and accomplish my duty and responsibility very well. I believe with my past accomplished performance, skills and experience; I am committed in bringing the change in the execution of the newly developed reform with in DBE in specific and the development of my country in General.

Sincerely,

