

To Placement team

**Letter of motivation for vacancy Manager, Leather products Team- Workout Division**

In response to your announcement on DBE portal, I would like to apply for the position **Manager, Leather products Team- Workout Division** at Textile and Leather Directorate. The accompanying information, experience at HRMD, will give you a good idea of not only my past achievement but also my future potential.

In addition to my experience and personal qualities, I have a solid educational foundation and a passion for project financing. I am extremely enthusiastic about DBE's focus on national economic development and I would welcome the opportunity to contribute to the bank vision.

What really motivates me to apply on this position is my insight about NPL projects handling of different units of the bank. I have an ample experience of accomplishing normal and investigation audits on NPL projects that were administered by districts and head office when I work as a senior operational auditor. My experience on those projects gave me a chance to evaluate the possible causes of project failure and NPL loans management of responsible units of the bank. From my evaluation of these NPL projects I come to a conclusion that project loans become "Non-performing" because of problem with the borrower's financial incapability to contribute equity and to cover cost variation occurred in implementation and operation period, problem with implementation, project management problems, deliberate fraud or willing full default, external problems, and operational problem of different unit of the bank and externalizing bank performers weakness aggravate the problem. I believe that if the possible causes are properly managed it will be possible to improve NPL ratio and the overall performance and achieving the banks vision to be a state of art development bank by 2030.

This opportunity will provide me a chance to contribute my share in this historic reform. I would be the perfect fit for this managerial position and would be more than able to meet bank and customers expectation. My experience aligns well with the qualification you are seeking at **Manager, Leather products Team- Workout Division**.

I have a total of 12 years of experience out of which 10 years of experience is in DBE. As a Research Officer, I obtain skills to collect, organize, analyze and interpret data and release commodity research and presenting the document. As a loan officer I get the experience to prepare KYC assessment, undertake follow up, and loan collection. And As an operational auditor I can investigate the possible causes of project failure and can recommend feasible alternative solutions to re-back projects to normal track, and in working as assigned branch manager and General Secretary of DBE labor union for the past one year I have acquired the skills needed to lead a team and I work 2 years at ERCA as a tax assessor.

What separates me different from other candidate is not only my ability to accomplish targets efficiently and timely, but also building long lasting relationship with everyone who are in team and enthusiastic understanding. If the bank assigned me in the position I applied for, I assure you that I will contribute my part by providing transformational leadership to my team in the process of planning, directing, organizing, coordinating, supervising and facilitating the rehabilitating of sick projects. Thus, I have a vision to achieve the banks vision to be a state of art development bank by 2030 by improving the NPL handling practice of the bank.

I very much hope you will promote me on the vacant post and I would like to thank you in advance for your consideration.

Sincerely

Hailu Tefera