

Demissew Awulachew Admassie

September 24, 2021

Position-B-Branch Manager (Burayu Branch)

Dear, Placement Team- Managerial Job

In response to your request, I am putting my vision, list of activities performed by the position, my contribution for the DBE new reform and to be candidate for the position as describe below:-

Vision: To see successfully operating SMEs projects financed that have great contribution to job creation and increase production in line with the country vision set by 2030.

The following tasks will be performed ; Prepares the annual operational plan, budget and report of the Branch; Plans, organizes, coordinates and facilitates the SMEs lease financing process ranging from customer sourcing to lease collection; Strong collaboration with Stakeholders to facilitate SMEs, Sells the GERD Bond; keeps performance records & evaluates performances of each individual performer and report; Conducts regular periodic meetings with all staff members of the Branch; Handles and timely resolves complaints of clients at the branch level.

My contribution for the new reform, I will have great contribution to solve those identified problems and challenges in the Five Year Strategic Reform Plan of DBE in general and particularly, imprudent lending practices and bad credit culture, poor know your customer assessment, inadequate coordination among stakeholders: weak project monitoring and follow-up which are directly related under the Branch.

The reasons to be candidate for this position, I have M.Sc. degree in Agricultural-Economics and worked experience above 18 years in d/t organization, out of this totally, 7 year & 9 month as Managerial level and in DBE 5 year & 8 month (2 year & 4 month as Senior loan office and 3 year & 4 month as C-Branch Manager). I have experienced in the area of project management and administration, appraisal, approval, project rehabilitation, monitoring and follow up etc. I believe with this and in combination of qualification & experience added to my strong interpersonal communication make me a suitable candidate for this post.

Respectfully,

Demissew Awulachew