

Employee Name Demeke Kinde

Position Team Manager

**Letter of Intent for the Vacant Post Division Head Position**

**In Agricultural Lease Financing Follow-Up**

**My vision:** is making my Division one of an excellent Division in DBE.

**What I want to perform if I hold the Division Head Position**

Using my relevant work experiences with full capacity and commitment I used to plan to accomplish the following activities which have a direct relation with the Division objectives.

- Proper follow up of operational projects and ensuring proper and timely collection of loans.
- Identifying the problems of the project, recommending appropriate recommendation timely.
- Inspiring, developing, coaching, and challenging my team to be the best that they can be.
- Attempt to increase percentage of successfully operating projects and reduce new entrants of loans to NPLs.

**The contribution that I can make to support the Banks's Reform**

By strictly undertaking my planned activities I want to be an actor of the organizational change to undergo at the right track and meet its strategic objectives.

**What makes me best fit for the Division Head Position:**

What separates me different from other candidates is my extensive experience related with vacant post, my track record of creating an in-branch experience that feels truly different and unique.

♣ The extensive work experiences I have gained in DBE as Technician, branch manager (6 years) and team manager since 2016. I had worked in branches for about 26 years in different positions of which about 6 years in branch manager position. Besides, I have been working in team manager position at Head Office Research and Project Data Management Directorate Market wing since 2016. In my stay in branches & Head office I have worked in project

appraisal, project follow-up, inspection, and managed all physical and human resource of the branch and lead, coach and motivate team members respectively.

♣ My educational background i.e., the Diploma that I have in General Agriculture and BA Degree in Economics