

## CV

1. **Surname:** Seitkasymov
2. **Name:** Sanzhar
3. **Birth date:** 06.03.76
4. **Nationality:** Kyrgyz
5. **Status:** Married
6. **Sex:** Male
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9. **Total years of experience:** 22
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11. **Experience:**

Working place	Post	Key qualification
<b>Private merchandiser</b> 01.2014 - present	<b>Private merchandiser</b>	Business and management consulting, marketing strategy development for local SMEs; attraction of investments, agrobusiness management
<b>OJSC “AiyI Bank”</b> 11.2010-01.2014	<i>Head of leasing group Senior specialist of Analysis and Regional Coordination Department</i>	Development of new loan products, manuals and business plans, coordination of regional activities, credit administration, project analysis, customer working, marketing activities, trainings/seminars conducting, deciding organizational issues; development of normative documents and the introduction of leasing operations
<b>Private merchandiser</b> 06.2007-11.2010	<b>Private merchandiser</b>	Business and management consulting, marketing strategy development for local SMEs.
<b>Microcredit company «KSG»</b> 09.2006-06.2007	<i>Branch manager</i>	Set up branch, coordination of branch activities (forecast, planning, budgeting, control, outcomes analysis and general management)
<b>JSC KyrgyzCreditBank</b> 10.2004-08.2006	<i>Head of Marketing department</i>	Coordination of department activities of development of new products, guidelines, manuals, business planning, financial control, research of financial market, development and support of branch offices, marketing campaigns, development of strategy and etc.
<b>Financial Company of Support and Development of Credit Unions ADB project (FCSDCU)</b> 03.2003-10.2004	<i>Head of leasing group Senior specialist of Credit Department</i>	Development of new loan products, manuals and business plans, coordination of regional activities, credit administration, project analysis, customer working, marketing activities, trainings/seminars conducting, deciding organizational issues.
<b>Public Foundation</b> 10.2002-03.2003	<i>Senior consultant</i>	Consultation of foundation development, coordinator of economic programs.
<b>PRAGMA Corp. USAID Program South region</b> 09.2001-09.2002	<i>Agribusiness consultant</i>	Assessment of agribusiness customer’s, development of strategic development plans, investment analysis, marketing and management in agribusiness.

<b>Kyrgyz Agricultural Finance Corporation World Bank project (present Ayil Bank)</b> 03.1997-08.2001	<i>Specialist of Financial-economic department</i>	Conducting training and seminars for branch offices, financial control, business planning, marketing research analysis and social interviews. Development of business plans and manuals, coordination of regional offices activities. (forecast, planning, budgeting, control, outcomes analysis and general management); monitoring of social and economic, political situations in regions, credit administration, economic and financial analysis credit projects, working with customers, etc.
	<i>Specialist of Credit Administration department</i>	
	<i>Specialist of Analysis Group</i>	
	<i>Regional manager</i>	
	<i>Intern</i>	

### 12. Other skills:

PC skills	MS Office, accounting software Operation Day in banks, local IT program Credit tasks, internet, office equipment.
Driving license	BC category

### 13. Education:

Data and place	Тема и специализация
09/1993-07/1997 Kyrgyz Agricultural Academy, Bishkek, Kyrgyzstan	Economic faculty subject management, diploma thesis "Organization of management activities in Kyrgyz Agricultural Financial Corporation and development perspectives"

<i>Courses and trainings</i>	
<i>Training by the Agricultural Financial Corporation Japan</i>	
07.03.2001	Financing of agriculture sector in Japan
<i>Seminar by Eurasia foundation/Chamber of Tax Consultants</i>	
18.09-29.09.2000	Evaluation of machine and equipments certificate
<i>Seminar by the Banking Training Center</i>	
11.10-15.10.1999	Financial analysis and monitoring of enterprises as doing by the National Bank, certificate
<i>Seminar by the World Bank</i>	
06.09-08.09.1999	Ecology, principles and evaluation
<i>TACIS trainings as TA for KAFC</i>	
15.12-17.12.1999	Working with customers
23.07-25.07.1999	Credit procedures and risks
11.08-15.08.1999	Credit procedures and risks for trainers
22.05-25.05.1999	Projects Financial analysis
05.02-07.02.1999	Basis of marketing
15.01-17.01.1999	Team building
06.11-08.11.1998	Quality management of agricultural enterprises
13.10-17.10.1998	Financial management for trainers
29.06-04.07.1998	Financial management
02.02-06.02.1998	Credit of agriculture sector in transitional period. Priorities ways.

### Languages:

Languages	Reading	Speaking	Written
Kyrgyz	Mother		
English	Fluent	Medium	Medium
Russian	Fluent	Fluent	Fluent
Kazakh	Fluent	Medium	Medium
German	Fluent	Medium	Medium