

## CURRICULUM VITAE

Proposed position in assignment:

1. **Family name:** *Tsedvsuren*
2. **First names:** *AITANGEREL*
3. **Date of birth:** *20 July 1976*
4. **Nationality:** **Mongolian**
5. **Education:**

<i>Institution</i>	Mongolian State University of Agriculture
<i>Date: from (month / year): to (month / year):</i>	1993- 1997
<i>Degree(s) or Diploma(s) obtained:</i>	Mongolia Bachelor in Agricultural economics & accounting
<i>Institution</i>	Mongolian State University of Agriculture,
<i>Date: from (month / year): to (month / year):</i>	1999 – 2001
<i>Degree(s) or Diploma(s) obtained:</i>	Mongolia Master Degree in Business Administration
<i>Institution</i>	Gent University, Gent, Belgium
<i>Date: from (month / year): to (month / year):</i>	2008 – 2010
<i>Degree(s) or Diploma(s) obtained:</i>	MBA

7. **Language skills:** (Mark 1 to 5 for competence, 5 being the highest)

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
English	5	4	4
Russian	3	3	3

**8. Membership of professional bodies:** Member of the Mongolian Management Consultants Institute,

**9. Other skills (e.g. computer literacy, etc.):**

**10. Present position: CEO of Sodura management consulting company**

**11. Years within the firm:** Since 2014

**12. Key qualifications (relevant to the programme): I have an experience in business diagnostic and needs assessment during my professional career. As I have assessed over 50 corporations and SMEs. I also improved my skill in this rea by attending EBRD subsidised training with international trainer.**

- **Needs assessment:** Conducted needs assessment for over 30 corporations, SME's and public organizations using needs assessment tools and techniques. This was usually provided in the context of wider business consultancy or financial and capability review of companies in various areas of business strategy, accounting, taxation, financial reporting, banking and investment. This led to the team of consultants I was leading recommending the SMEs for credit finance. 50 of the SMEs which I advised became major exporters abroad, and three are now amongst the top 100 companies in Mongolia. I have also done needs assessment for business associations in the food and drink industry. This led to 50% growth in turnover for the industry in 3 years.
- **Business diagnostics:** Designed and implemented over 50 surveys, market and industries analysis, SWOT. The industries included reindeer hide, cashmere export, and tourism. Also conducted 35 internal assessments of my clients as part of a management consultancy review. Conducted asset evaluations such as identification of market value of the movable and immovable assets.
- **Training:** I am an experienced trainer in corporate governance, organizational culture and structure, managerial accounting and financial accounting, business planning, risk management and managing banks. Trained company and financial services managers, public officials, heads of business and industry associations. Have conducted train the trainers' sessions. Attended EBRD subsidized training with international trainer.

**13. Specific experience in the EBRD countries of operation (Eastern Europe, CIS and Southern and Eastern Mediterranean).**

<i>Country</i>	<i>Date: from (month / year) to (month / year)</i>

**14. Professional Experience Record:**

<i>Date: from (month / year) to (month / year)</i>	Dec 2014-May 2016
<i>Location:</i>	Ulaanbaatar
<i>Company:</i>	Bogd bank
<i>Position:</i>	Head of Business banking
<i>Description:</i>	<p>Planning and organizing process of loan and deposit</p> <p>Training and retraining of all staff</p> <p>Rewriting of and introducing new lending standards</p> <p>Designing and redesigning of loan and deposit products</p>
<i>Date: from (month / year) to (month / year)</i>	Oct 2013-June 2014
<i>Location:</i>	Ulaanbaatar
<i>Company:</i>	Nuudelchin Group
<i>Position:</i>	Finance Vice Director,
<i>Description:</i>	<p>This is a family owned holding company, which does business in different areas like gold mine, agriculture and construction materials.</p> <p>I was in charge in consolidating financials of holding and its daughter companies and raising funds for their operation mostly from local banks.</p>
<i>Date: from (month / year) to (month / year)</i>	May 2012-Aug 2013
<i>Location:</i>	Ulaanbaatar

<i>Company:</i>	JUST OIL ltd.
<i>Position:</i>	CEO
<i>Description:</i>	<ul style="list-style-type: none"> <li>• Managing the business activities of company, this had 4 wholesale tanks, 53 petrol stations with total 280 employees.</li> <li>• Lead, coach, develop, and retain a high-performance senior management team,</li> <li>• Developing business strategy which achieves its mission, and towards which it makes consistent and timely progress,</li> <li>• Developing and implementing business plan for extending market share of company in oil market,</li> <li>• Maintain official records and documents, and ensure compliance with government regulations.</li> </ul>
<i>Date: from (month / year) to (month / year)</i>	June 2010- May 2012
<i>Location:</i>	Ulaanbaatar
<i>Company:</i>	Savings Bank
<i>Position:</i>	Corporate Executive
<i>Description:</i>	<p>Planning and organizing process of loan classification  Training and retraining of lending staff  Rewriting of and introducing new lending standards  Designing and redesigning of loan products</p>
<i>Date: from (month / year) to (month / year)</i>	Aug 2005-June 2010
<i>Location:</i>	
<i>Company:</i>	Haan bank
<i>Position:</i>	Head of Corporate Banking Department

<i>Description:</i>	<p>Planning and organizing the department work, supervising and training of department staff,          Attract corporate customers including those of other corporate banks,          Creating policies and standards for corporate customers service,          Recruiting and training of account managers,          Dealing with corporate borrowers and monitoring a corporate loan portfolio,          Introduced VIP standards,          Redesigning and creating both loan and non-loan products and services for corporate.</p>
<i>Date: from (month / year) to (month / year)</i>	Oct 2004-Aug 2005
<i>Location:</i>	Ulaanbaatar
<i>Company:</i>	Haan bank
<i>Position:</i>	Acting Head of Credit Department
<i>Description:</i>	<p>Planning and organizing Credit department work, day to day monitoring and supervising department staff,          Monitoring and preparing loans to submit to Head office loan committee and running sub-committees,          Have led designing and creating policies and procedures of on-lending and off-balance lending for third party lenders like a Crop foundation and Agricultural lending of French donors and monitoring those loan portfolios,          Have led a working group to improve loan policies and procedures,          Designing, planning and organizing trainings for all level lending staff on regular basis.</p>
<i>Date: from (month / year) to (month / year)</i>	June 2004- Oct 2004
<i>Location:</i>	Ulaanbaatar
<i>Company:</i>	Haan bank
<i>Position:</i>	Senior Credit officer, Credit Department

<i>Description:</i>	Monitoring and supervising of credit officers in the department and planning and organizing loan staff training at different levels, Monitoring overall loan quality of the Bank, Also heavily involved in improving lending policies and procedures, including prudent lending and handling classified loans and borrowers, As Khan Bank was rapidly growing, I was a part of constant market and bank loan portfolio evaluations at both rural and national level, which often have resulted in redesigning and introducing new loan products with close cooperation and assistance of EBRD lending consultants.
<i>Date: from (month / year) to (month / year)</i>	May 2003-June 2004
<i>Location:</i>	Ulaanbaatar
<i>Company:</i>	Haan bank
<i>Position:</i>	Credit officer, Credit Department, Khan Bank Head office
<i>Description:</i>	Monitoring lending activities in 5 aimags, actively participated in recruiting and training of lending staff, supervising loan portfolio and loan quality of those branches. Also have organized introducing new loan products in local markets.
<i>Date: from (month / year) to (month / year)</i>	Apr. 2002-May 2003
<i>Location:</i>	Khan Bank branch in Uvurkhangai aimag.
<i>Company:</i>	Khan bank
<i>Position:</i>	Loan officer,
<i>Description:</i>	Lending business and consumer loans, monitoring lending activities in 18 soums and training lending staff at those soums.
<i>Date: from (month / year) to (month / year)</i>	Apr. 1998-Oct 1999.
<i>Location:</i>	Tax office in Orkhon aimag.
<i>Company:</i>	Khan bank



