CURRICULUM VITAE

Askar Dossymbekov

**Personal Information Date of birth** December 2, 1982

**Marital status** Married

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# Summary

# Progressive thinker with 14 years broad-based expertise in banking. Proven ability to analyze key business drivers. Energetic leader with experience in developing and organizing business processes in fast-paced environment. Areas of excellence include: - Business development, negotiation and marketing skills coupled with excellent communication, interpersonal skills

- Client relationship management  
- Sales  
- Leading and developing teams

- Leading change / Redesigning business process  
- Developing new products



# Education 2012 – 2014 Almaty Management University

* **MBA**
* Major - Finance
* Program is accredited by Association of MBA's, UK

# 2002 – 2006 Kazakh Economic University

* Management science
* Bachelor's degree in Management (with honors)

**1998** – **2002 Kazakh–Turkish College of Economics**

* Banking and Finance
* Medium of instruction: English-Turkish
* Diploma (with honors) of specialist in banking



**Career History & Accomplishments**

**03.2017 – present Alfa-Bank (Kazakhstan)**

**Business Development Director**

* Identify potential corporate clients in Oil & Gas/FMCG/ Agriculture sectors
* Research and build relationships with new corporate clients
* Selling big ticket services and solutions
* Plan approaches and pitches
* Work with team to develop proposals that speaks to the client’s needs, concerns, and objectives
* Present new banking products and services and enhance existing relationships
* Using knowledge of the market and competitors, identify and develop the bank’s unique selling propositions and differentiators

**06.2013 – 03.2017 JSC “Qazaq Banki”**

**Head of branch banking**

**Key responsibilities:**

* Preparing the operating budget of branch banking
* Participation in strategic and operational planning of the branch network
* To standardize the structure of the Operational Business
* Development and implementation of business solutions to improve the quality of services
* To design terms and conditions of liabilities products
* Operations management as a way of generating revenue
* To provide business updates and solutions to support the Country operations and branch banking services
* To manage Branch banking operations across the Country
* Provide daily support to branches
* To ensure compliance to regulations and laws

**Results**   
1) Developed and implemented new products for corporate clients (special deposit accounts)   
2) During the first year the overall number of corporate clients doubled   
3) Accomplished product and business process learning modules for staff   
4) Product and Sales analyzing   
5) Market research and forecast   
6) Hiring and training teams for new branches

**10.2010 – 05.2013 RBS (Kazakhstan)**

**Title - Head of Branch banking division**

**Transaction Services Operations**

**Key responsibilities**

* Work coordination of operations in branches
* To set clear objectives for managers in Branch Operations
* Business and contractor relationships across the network
* Delivery of high standards of services
* Branch banking operations communication
* Participation in meetings with Regulators: NBK, KISC, FIA of RK
* Compliance to all official regulations and laws as well as the bank’s standards
* Performing Risk Assessment on business processes
* Leading local projects. Preparing project description, SCAP,

Business requirements and procedures

* Regular monitoring of change request completeness; setting priorities; control deadlines as per regular interdepartmental meetings
* Cash and remittance transaction authorization

**Results**

1) 2011-2012 According to agreement with Kazakhstan Deposit insurance Fund Bank developed internal reporting application based on Bank General Ledger and automated applications for banking operations. I was in charge of business requirements preparation, meeting with Regulator, testing and project acceptance.

2) 2010-2012 Regulatory requirements for implementation of new business identification numbers (BIN) and individual identification numbers (IIN) in all Bank systems related to account opening and maintenance, payments and transfers including pension/social payments, tax payments and other.

Operations Project unit dealt with:

* Creation of a Work Group and defining it’s responsibilities in respect of regulatory requirements on new project.
* Risk assessment within Operations.
* Testing activities with Regulator and market players.

As the result, successful implementation and start from 04.01.2013

**01.2011 – 08.2011 RBS (Kazakhstan)**

**Acting Astana Branch Director**

This was a temporary assignment with retention of main position.

* Maintained dialogue and relationships for the Bank with local Financial institutions and business community
* Represented Bank at conferences, enhanced relationship with local authorities
* I was responsible for overall management of the branch, financial performance of the branch
* To support business and contractor relationships
* Was responsible for new business opportunities

**02.2010 – 10.2010 RBS (Kazakhstan)**

**Head of Projects**

* Setting schedule of projects and target dates
* Preparing project description/procedure and risk assessment forms
* Co-ordination with respective local Operations units on projects definition and description
* Implementation of projects within defined time frames
* Periodic reporting to local management and respective business owners on projects status
* Meeting with internal/external customers during life-time of a project
* To organize the work process in compliance with regulatory laws and in-house standards of RBS Kazakhstan

**Projects**

1) During 2010 the project of introduction of new BIC and 20 digits accounts structure was accomplished within defined time-frame. All affected systems have been modified with close co-operation of Operations Project Unit. Together with project group won "Best Team" nomination.

2) Project of Automation of tax deduction processes: invoices and PoA generation,

online access for all involved units

3) TRN/IIN Database. In cooperation with IT, implemented in payments application new module which would check algorithm and cross-check TRN against surname and name of clients according to Tax Committee requirements

4) Electronic documents exchange with Tax Committee: Stage 3

**03.2008 – 02.2010 RBS (Kazakhstan)**

* **Branch Director (office at Tengiz oilfield)**

**Main Responsibilities and performed duties:**

Maintained an active policy dialogue and continued to develop and deepen key relationships for the Bank with Tengizchevroil LLP, including its contractors and subcontractors

* Supervision and assurance of Branch's operational consistency
* Representation the Bank’s interests set by the management of the Bank
* Sales supervision
* Service level supervision
* Supervision of periodic reports, required from branches
* Corporate relationship support and extension
* Monitoring the quality of Client services
* Responsible for efficiently organized internal workflow of the branch
* Income and Profit generation in accordance with the targets
* Assure compliance to all official regulations, laws and bank’s standards

**03.2007– 03.2008 ABN AMRO Bank Kazakhstan**

* **Specialist of Management Information and Portfolio Analysis,**

**Credit and Risk Department**

**12.2005 – 03.2007 ABN AMRO Bank Kazakhstan**

* **Account manager**

**08.2004 – 12.2005 ABN AMRO Bank Kazakhstan**

* **PCO department**



**Trainings Completed - Certificates Received**

**2012** – Certificate of completion the “Service” training program

**2012** – Course “Determining the authenticity and solvency of the national currency and the currencies of foreign countries”

**2010 –** Certificate of completion the “Project Management” training program heldby Kazakhstan Japan Center for Human Development (KJC)

**2010 –** Certificate of completion the Functional testing. Composing testing documentation (scenarios of testing, plans of testing, reports) training program

**2010 –** Certificate of completion the Fundamentals of testing training program

**2008 –** Certificate of “Equity Market” training program held by RFCA Academy

**2007 –** Certificate of “Negotiation Skills” training program by LARS International

**2006 –** Certificate of “Presentation Skills” training program organized by Check point Central Asia Almaty

**2006** **–** Certificate of “Get to know banking” training program held by ABN AMRO Bank N.V. learning and development BU Europe

**2005** **–** Certificate of achievement “Service Service Service” training program Almaty September 2005

**2003** **–** Certificate of participation in Super Star Business Game organised by Procter & Gamble

**2003 –** Certificate of 3rd prize in Olympiads arranged by faculty of IT

**2002 –** Certificates of excellence in English, Turkish and MS Office programs

# 2002 – Certificate of Merit in English Proficiency Competition organised by the Suleyman Demirel University



**Additional Information**

**Languages:** Kazakh, Russian, English, Turkish

**Personal:** decisive, self-motivated, influential, good team-player

**Skills:** communication skills, presentation skills, computer literacy

**Interests:** personal development

