

Samateh, Mustapha (The Gambia)

[original: English]

Curriculum vitae

Executive profile

Innovative and highly motivated professional with a demonstrate ability to deliver mission-critical results. Main areas of expertise include budget formulation and execution, financial analysis and reporting, and interpretation and implementation of statutes and regulations related to finance and administration.

Skill highlights

- Development of Budget Processes
- Financial Data Analysis and Reporting
- Development of Financial Projections
- Implementation of Allocation Methodologies
- Transparency and Accountability of State Funds
- Project Management
- Strategic Focus and Analysis
- Change Management
- Transparency
- Government Relations

Professional experience

Ministry of Finance and Economics Affairs, The Gambia

January 2022 – to date

Director of Budget (DOB)

- Manage the operating budget and expenditure analysis reporting requirements for Ministry of Finance and Economic Affairs.
- Ensure financial and policy reporting compliance with regulations.
- Provide financial guidance and interpretation of statutes, regulations and procedures to Honorable Minister of Finance and other ket stakeholders.
- Coordinate and lead the preparation of the annual budget of the government of the Gambia.
- Develop methodologies for requesting and allocating appropriations.
- Prepare trend analysis regarding fund balances and other financial activities of the government.
- Prepare and maintain financial forecasting models.
- Develop reporting requirements for performance funding allocations.
- Provide fiscal consultation for accountability and work plan reporting.
- Coordinated the strategic cross-sector dialogue between the public and private sectors and other development institutions.

Bank Sahélo-Saharienne pour l'Investissement et le Commerce (BSIC), Banjul, The Gambia

November 2019 – December 2021

Deputy Managing Director

- Provide leadership by implementing the institutional vision, mission, strategic plans, and maximizing shareholder returns.
- Led tasks related to project development and implementation, including project origination, structuring, execution, implementation and monitoring, for all types of investment instruments offered by the Bank.
- Developed, managed, and executed strategy and operational plans authorized with the Managing Director and Board of Directors (BoD).

- Led the marketing and business development efforts and build reputable market contacts in order to develop a broad deal flow and cross selling of the Bank's products and services.
- Provide guidance on transaction pipeline of potential projects for financing and ensure that sector and concentrations limits are adhered to.
- Ensure compliance with Bank's strategy and policies and best investment management practices.
- Review the financial business plans and manages the budgets for approval and execution.
- Originate, structure, and execute loans and financial transactions for companies involve in infrastructure PPPs and mitigates the risk on such efforts.
- Oversee the daily business lines and operations delivering financial intermediation and inclusion, financial and economic analysis and financial structuring.
- Provide technical assistance and participate in the structuring of a range of bank products including the Sahel Enhance Loan Product and other equity and guarantee products.
- Attract, retain, and motivate a diverse group of top-quality employees at all levels.
- Facilitate the implementation of best practices in HR, financial, and operational management.
- Implement strategies and initiatives to improve the bank's image, which increases the customer base and revenues across business units.
- Manage key external relationships including those with the Central Bank, government, multilateral development banks, other commercial/investment banks and private equity funds.

Ministry of Finance and Economics Affairs, The Gambia

February 2014– November 2019

Director of Public Private Partnership (PPP)

- Established the Directorate, which is the functional unit for PPP projects in The Gambia
- Hired, trained, and supervised 15 staff in its daily operations.
- Led the development and implement framework and guidelines for PPPs in The Gambia and integrated them into the National Development Plan.
- Led dialogues with stakeholders to address PPP development and implementation challenges.
- Ensure that PPP transactions are completed on time and on budget with a high standard.
- Led the development, structuring, and delivery of PPP projects that drew on commercial and donor financing.
- Collaborated with project sponsors, MDBs and IFIs to develop financing proposals, review potential infrastructure deals for government and/or development support,
- Conduct and oversee due diligence of project design covering the financial modelling, technical issues and terms and conditions for engagement.
- Led the monitoring, reporting, and restructuring of state-owned enterprises (SOEs) project working closely with government stakeholders and the World Bank.
- Mobilized over USD 40 million (100 percent) grant funding from the World Bank for an strategic national project.
- Developed the Code of Good Corporate Governance for SOEs and trained 91 board members on tools and strategies for good corporate governance.
- Review due diligence reports, develop risk matrix & mitigation strategies, participate in negotiation, prepare documentation and so on.
- Review and comment on project documents & contracts.
- Led the structuring, appraisal and negotiations process as a project team member.
- Create and review financial models and test and apply them for operations.
- Prepare Concept Note, Mandate Letters, Engagement Letters, other relevant documents and memos for internal and external purposes.
- Manage selection of consultants.

Central Bank of The Gambia (CBG)

April 2010– January 2014

Senior Bank Examiner

- Successfully led the joint CBG and Central Bank of Nigeria’s On-Site Risk Based Examination of commercial banks in The Gambia with Nigerian bank parents.
- Provided strategic advice and technical assistance to troubled commercial banks Board and Senior management and ensure implementation of turnaround strategies imposed by the regulator.
- Served in the Bank’s procurement committee, and procured the national currency and legal tender (Dalasi) and other goods and services.
- Formulated, designed, reviewed, implemented, and enforced prudential laws, regulations, and guidelines to promote and support financial inclusion, policy and regulatory reform, financial intermediation, financial system stability, integrity and growth.
- Authored (lead and/or contributed) numerous policies, budgets, and strategy documents.

University of The Gambia

September 2008–August 2013

Lecturer

- Taught undergraduate students in Investment Analysis and Principles of Macroeconomics and Structure of The Gambian Economy.
- Met with the department chair to review the syllabus, prepare and deliver lectures, lead class discussions, assign reading, and assess student work and progress.
- Answered student questions at least one hour per week and participated in faculty meetings which guided strategic direction of the program.

Management Development Institute, The Gambia

November 2008–June 2012

Lecturer

- Taught Advance Diploma students in the Banking and Finance Program, including courses in Corporate Finance and Monetary Economics.
- Reviewed the syllabus, prepared, and delivered lectures, led class discussions, assign reading and assess student work and available to answer student questions.

Central Bank of The Gambia

February 2007–March 2010

Bank Examiner

- Built financial models and analyzed data on commercial banks and the financial system and generated reports on trends identified.
- Presented reports and reviewed findings to the Monetary Policy Committee, bank executives, and other regional and international organizations on regulatory and supervisory matters.
- Conducted Risk Based On-Site Examination of commercial banks.

Education

Master of Science, Finance and Accounting

2003 –2005

London South Bank University, England (United Kingdom)

Bachelor of Arts (Hons), Accounting and Finance

1998 –2001

University of West London. England (United Kingdom)

Certificates

- Awarded a certificate of completion for the **Implementing Public Policy Program**, June – December 2020, John F. Kennedy School of Government at Harvard University, Executive Education

- **Certified PPP Professional (CP3P)** Preparatory, 2019
- **Certified PPP Professional (CP3P)** Foundation, 2018

Additional information

Computer skills: Microsoft Office (Word, Excel, Access and PowerPoint), SPSS, SAS and other applications.

Languages: English (fluent), French (working knowledge).

Countries of work experience: England, The Gambia.
