



## **Candidate Profile**



Phyllis Gavu-Makinana  
Business Manager  
Nedbank



### **Academic Credentials**

Phyllis attained her Certified Association with the Institute of Bankers (CAIB), which incorporated a Credit Diploma and an Advanced Credit Diploma. Her studies include courses in Accounting, Economics and Finance. She is studying towards a BCom degree in Financial Management through Unisa as well as the postgraduate Management Advancement Programme (MAP) through the Wits Business School.

### **Current Work Description**

As a Business Manager with Nedbank Business Banking, Phyllis manages a portfolio of Small and Medium businesses. Her responsibilities include assisting these clients with the right facilities to grow their businesses and growing the Bank's lending book through the acquisition of new clients and through existing clients. She also assists clients with sound advice on how to effectively manage cash flow and other business activities that they are involved in.

### **Business Credentials and Skills**

Phyllis has specialised in developing Black owned businesses by ensuring that they are exposed to the facilities that the Bank offers. She coaches these entrepreneurs and gives them guidelines

with regard to what they should look for before considering acquiring stake or buying 100% of existing businesses. She has 10 years of experience in Banking, six of which she spent doing credit applications and analysis of financial statements and four of which were spent in sales.

### **Personal and Professional Learning Objectives**

Through this programme, Phyllis intends to:

- Gain a broader perspective of global business strategies
- Enhance her ability to negotiate at board level
- Gain confidence in applying the skills and experience gained in her work place, and
- Be able to make a difference in South Africa.

### **Personal Information**

Phyllis Gavu-Makinana is one of eight siblings and initially secured employment with only her Matriculation Certificate to her name. She remained focused and believed that with determination she could study further whilst putting bread on the table for her family. Today she looks after her parents, is a divorced parent to two boys aged 12 and 10 and still studying.