



Africa Regional Program

SABASABA MOSHINGI, TANZANIA

CEO, Tanzania Postal Bank

As head of one of the oldest banks in Tanzania, Sabasaba Moshingi plays a key role in the country's financial inclusion efforts, focusing on bottom-of-the-pyramid customers. Under his leadership, the bank has conceived and aggressively pursued a strategy to make banking more accessible and beneficial for thousands of Tanzanians. Moshingi's results-driven approach has led to the bank's launch of loans to solidarity groups and pensioners and targets those most neglected by financial institutions, such as informal businesses. Moshingi focused his fellowship on three primary objectives: examining best practices within American financial institutions serving unbanked and underserved populations; exploring diverse corporate social responsibility programs; and identifying partners and contacts for future collaboration.

Fellowship highlights included an extended tour of Southern Bancorp operations, one of the largest community development financial institutions (CDFIs) in the U.S., which serves rural customers and distressed communities in Arkansas, Tennessee and Mississippi. CEO Darren Williams hosted Moshingi for two days of meetings with customers and branches around their service area, which Moshingi found invaluable in terms of understanding staffing models, training practices and product offerings. He was very impressed by Southern's community engagement practices, including financial literacy programs offered on a voluntary basis by employees. Moshingi and Williams discussed the possibility of the Tanzania Postal Bank sending a few staff members to Southern Bancorp for training in 2017.

“[M]y visit in the US has significantly changed my view of the world in an unimaginable, positive way. The network...of Eisenhower Fellows has and will inspire me to drive the changes that I want to see in my country, my continent, and the world.”

While visiting Hope Credit Union/Hope Enterprises in Jackson, Mississippi, Moshingi learned how Hope created a foundation to receive donations and grants for community development needs beyond the framework of CDFI lending programs. He plans to establish a similar structure in Tanzania to help fund more extensive social welfare programs than previously possible. Moshingi also attended an Opportunity Finance Network conference where he networked with other CDFIs and discussed evolving topics in community lending.

Moshingi met with USAID and a number of U.S.-based nonprofits to examine synergies between the postal bank's national network and existing programs in Tanzania. USAID staff were already in contact with postal bank staff while Moshingi was still in the U.S., and collaborations were under discussion with the Winrock Foundation, Heifer International, Kiva and others.

Academic research on poverty alleviation was also a part of Moshingi's fellowship. In Boston he met with the Abdul Latif Jameel Poverty Action Lab (J-PAL) and Dr. Jay Rosengard at Harvard, who agreed to support the Tanzania Postal Bank in future research on financial inclusion and cashless platforms.

Leaders bettering the world around them.