



Airtel Mobile Commerce Limited,  
Airtel Complex, City Centre,  
Off Convention Drive,  
P.O Box 57, Lilongwe, Malawi

Dear Sir/Madam

## **LETTER OF RECOMMENDATION FOR MS FANNY BEYA**

I am pleased to write this letter of recommendation for Ms. Fanny Beya for the MBA program under ESAMI. As the sales director for Airtel Malawi and her immediate supervisor, I have known her since 2019 when she first joined as a Rural Sales executive. During this time, I have noted with great pleasure that she is an intelligent and hardworking individual who endeavours to produce results.

Fanny rejoined the organization in 2021 as a territory sales manager and during this period she showed a strong set of values. Her capacity to shoulder responsibilities with a constructive attitude helped the organization bring scalable results. Her performance has been appreciated on plentiful occasions which lead her to be promoted within a year as the first female zonal business manager for the organization.

While I recognize that she still has a lot of improving to do, I applaud the progress she has made in her career and strongly believe that a master's in business administration will equip her with much needed knowledge and skills that she can use to contribute even more to her line of work. I also recognize the leader in Fanny, sales often demand immense leadership skills, and she has often shown that she is one that inspires and unites people to achieve goals and target by managing a team of 14 sales executives and 3 territory sales managers. She has often represented the company in meetings and workshops with partner organizations as she is the face of Airtel Malawi in the northern region of the country.

I was happy to see her aspirations for higher education and have faith in her that she will make the most out of the program and would be a valuable fit at your institution. Please feel free to reach out for any enquiries.

Misheck Kavuta

A handwritten signature in black ink, appearing to read 'Misheck Kavuta', written over a horizontal line.