



David Sawe, Country General Manager, IBM Tanzania

David Sawe is Country General Manager for IBM Tanzania, in which role he is responsible for IBM's day-to-day business operations and growth strategy in the country. He is also accountable for IBM's revenue, profit, and client satisfaction in Tanzania and leads IBM's teams as well as business partners in sales, marketing, services and support functions.

Prior to joining IBM in August 2010, David worked for two years as a freelance ICT consultant on a number of projects in the area of e-Government, e-Health and e-Education.

Previously, he worked for the President's Office in Tanzania in capacity of Director of Management Information Systems and e-Government – a crucial pillar of the Public Service Reform Programme.

David's career in computing began upon completing his postgraduate studies in Switzerland in Computing for Management.

Returning to Tanzania in 1984, prior to the widespread adaptation of computing systems, David initially joined the Tanzanian Government as an economist, evangelising the use and benefits of IT to decision-makers.

In 1995, after two years working in the Tanzanian private sector, he became a Presidential Appointee, responsible for creating a human resources information system to manage the government's 400,000 public servants, their payroll and budget-control processes in the context of Public Service Reforms.

Mr Sawe holds an MSc (1982) from the Institut de Gestion International Agro-Alimentaire of Cergy-Pontoise, France. He also has a BSc (1979) in Economics and Agricultural-Economics from the University College of Wales, Aberystwyth, U.K., and a Baccalaureate Diploma (1975) from the International School of Geneva, Switzerland.

He speaks fluent English, French, and Swahili.