

# CAREER OPPORTUNITY AT EQUITY BANK

Equity Bank Rwanda Limited is a commercial bank licensed by the National Bank of Rwanda. The Bank's purpose is to transform the lives and livelihoods of the people of Africa socially and economically by availing them modern, inclusive financial services that maximize their opportunities. Equity Bank Rwanda is a Subsidiary of Equity Group Holdings Limited with banking subsidiaries in Kenya, Uganda, Tanzania, South Sudan and the Democratic Republic of Congo (DRC). Currently the Bank is seeking additional talent to serve in the roles outlined below:

## 1. Senior Corporate Banking Managers

Reporting to The Head of Corporate Banking, Senior Corporate Managers will be responsible for Business Growth & Development and supporting all the business activities and initiatives that will further the achievement of Bank's business objectives and promote the Bank's corporate image at all times.

### Key Responsibilities

- To act as the main Relationship Manager for all Corporate customers for mutual benefit between the customer and the Bank
- Identify opportunities to expand business with existing customers and cross selling other products
- Ensure high asset quality is maintained for all corporate facilities by proactively reviewing approved limits, taking remedial actions and deepening customer relationships
- Ensure all corporate customers are assigned to a specific relationship manager for close monitoring and that daily banking & operational services are delivered to corporate clients to the Bank's satisfaction
- Proactively market "Corporate" lending and deposit opportunities to current and prospective clients

### Qualification and Experience

- Business related degree from a recognized university
- Minimum 8 years of experience in Relationship Management, with 3 or more being in managerial functions
- Ability to define opportunities and problems, collect and analyze data, establish facts and make valid conclusions
- Innovative thinker capable of operating both in a strategic capacity
- Demonstrate good analytical and problem solving skills
- Well-informed of the market competitive structure, industry practices and regulations for the corporate banking sector with at least 2 years' experience in local environment
- Strong analytical, problem-solving, decision-making and financial management skills

## 2. Business Growth and Development Managers (Branch Managers)

Reporting to the Head of Operations, the role holders will be in charge of the overall leadership of the Branch. They will be expected to aggressively drive the Branch growth and profitability targets by identifying, developing and maintaining relationships with customers and Agents as well as providing leadership to the branch staff.

If you meet the above requirements, submit your application quoting the job opportunity you are applying for to the email address below by **28th May, 2016**. Please include detailed curriculum vitae, copies of the relevant certificates, testimonials and daytime telephone contact and email address.

Only shortlisted candidates will be contacted.

Email to: [jobsrwanda@equitybank.co.rw](mailto:jobsrwanda@equitybank.co.rw)

**Equity Bank is an equal opportunity employer. We value the diversity of individuals, ideas, perspectives, insights, values and what they bring to the work place.**

## Key Responsibilities

- Lead business growth and development of the Branch and Agents Network
- Mobilize deposits to meet branch targets
- Ensure 100% compliance to the Bank's policies and procedures
- Budget planning, control and evaluation for the branch
- Champion customer experience
- Promote the Bank's brand image
- Manage and lead the branch team
- Build relationship with media vendors, contractual agreements and other relevant partnerships

## Candidate's Profile and Qualifications

- Business related degree from a recognized institution
- Over 5 years' working experience in the banking sector, 2 of which must have been as Branch Manager of a commercial bank
- Experience in lending/credit
- Strong communication and negotiation skills
- People management skills

## 3. Credit Managers

Reporting to the Business Growth and Development Manager, the role holders will be responsible for the day to day coordination of the credit function at the Branch Level, ensure high customer service standards are maintained and that loan applications are within acceptable risks to the Bank.

### Key Summary Responsibilities

- Ensure growth in high quality asset portfolio in the branch/ business unit
- Review of the existing business facilities
- Management of portfolio by monitoring adherence to set conditions of sanction
- Monitor and advise the head office on product mix
- Ensure that all securities/collateral are perfected, recorded and maintained
- Prepare, analyse and submit credit reports and prudential returns as required
- Ensure 100% compliance to the Bank's lending policy

### Candidate's Qualifications

- Business related degree from a recognized institution
- Over 5 years' experience in credit/ lending in banking sector, 2 of which must have been at supervisory level
- Holders of Diploma in credit management; CPA will have an added advantage

