



CAREER OPPORTUNITIES AT EQUITY BANK

Equity Bank is one of the region's leading Banks whose purpose is to transform the lives and livelihoods of the people of Africa socially and economically by availing them of modern, inclusive financial services that maximize their opportunities. With a strong footprint in Kenya, Uganda, Tanzania, Rwanda; DRC and South Sudan, Equity Bank is now home to nearly 8 million customers -the largest customer base in Africa. Currently the Bank is seeking additional talents to serve in the roles outlined below.

1. RELATIONSHIP MANAGER, LIVESTOCK VALUE CHAIN

The Relationship Manager –Livestock value chain, shall have deep experience and knowledge of various aspects of livestock value chain commercialization, private sector engagement; Public, private, and producers partnership (PPPP), livestock production and value chains development, market linkages, Livestock financing, and agribusiness and Livestock ecosystem value proposition development to grow the bank's agribusiness portfolio (optimum customer acquisition, loan and deposit growth, and retention and income generation).

The role holder will deliver business advisory and technical assistance to the commercial team by linking branches to potential livestock value chain actors. This position will report to Senior Agribusiness manager and will be supported by the commercial directorate. The role holder is responsible for building strategic "Best in Class" relationships with Funding Agencies including but not limited to UN Agencies, Non-Governmental Organizations (I-NGOs), Foundations, Philanthropies, corporations, Academia and livestock related professional associations, sector working groups members, associations and forums of livestock value chain actors in their specialization sectors, Agro-vet-dealers , accredited veterinary drugs and equipment importers and distributors among others. S/he will ensure the delivery of industry-leading customer service, premier on boarding experience and advisory service to new and existing customers.

Key Responsibilities and Accountabilities

- Collect and manage databank of all key livestock value chain actors for business engagement with the bank.
- Map out the geographical livestock value chain concentration to inform resource allocation and area of focus.
- Lead the livestock value chain risk analysis and propose mitigation measures.
- Contribute to grants/fund proposal development in the areas of agriculture, rural finance, livestock management, animal products transformation technologies, food security and malnutrition, food safety and quality control and circular economy and other sectors that present business deals for the bank.
- In collaboration with Investment and social impact team, leverage on existing partnership to create room for de-risking Livestock value chain.



- Seek for and secure and maintain healthy strategic partnerships that would yield in creating business value for the bank.
- Develop livestock value chain value proposition catering for the financial need and priorities of each and every actor using gender lens and market system development approaches.
- Train staff on livestock financing and risk mitigation.
- Support branches in piloting and rolling our financial services and products tailored for livestock value chain actors.
- Ensure the effective monitoring the performance of livestock value chain value propositions and propose the solutions for continuous improvement
- Ensure the recruitment and retention of clients by a delighted service delivery
- Work closely with commercial and credits team to provide support in credit appraisal and ensure that the clients are timely served.
- Provide sector specific insights to other departments for aligned reporting on the performance of related livestock financial products and services.
- Timely provide reports as per reporting guidelines.
- Perform any other duties as assigned by the line manager.

Qualification, Experience, Skills and Attributes

- Bachelor's degree in veterinary medicine, Animal Production, and Agribusiness from a recognized institution. Master's degree will be an added advanced
- Over 5 years working experience in dairy, small livestock, fishery and animal feeds value chains.
- Good knowledge in the livestock Financing
- Strong Communication and Negotiation skills
- Sales/Marketing skills
- Knowledge of the livestock value chain analysis
- Business oriented and results driven attitude
- Strong experience in proposal development
- Strong analytical skills to interpret and evaluate financial statements
- Good understanding of the banking industry
- Good customer service skills
- Result Driven Attitude
- Strong Leadership skills
- Financial analytical skills
- Experience in Relationship Management



2. RELATIONSHIP MANAGER, CROP VALUE CHAIN

The Relationship Manager –Crop value chain, shall have deep experience and knowledge of various aspects of Crop value chain commercialization, private sector engagement; Public, private, and producers partnership (PPPP), Crop production and value chains development, market linkages, Crop financing, and agribusiness and Crop ecosystem value proposition development to grow the bank’s agribusiness portfolio (optimum customer acquisition, loan and deposit growth, and retention and income generation).

The role holder will deliver business advisory and technical assistance to the commercial team by linking branches to potential Crop (export/cash and staple) value chain actors. This position will report to Senior Agribusiness manager and will be supported by the commercial directorate. The role holder is responsible for building strategic “Best in Class” relationships with Funding agencies including but not limited to UN Agencies, Non-Governmental Organizations (I-NGOs), Foundations, Philanthropies, corporations, Academia and Agronomy and agribusiness related professional associations, sector working groups members / institutions such as the Rwanda Agriculture Board, Associations and forums of Crop value chain actors in their specialization clusters, Argo dealers , accredited seeds, pesticide and equipment importer/manufacturers and distributors among others. S/he will ensure the delivery of industry-leading customer service, premier on boarding experience and advisory service to new and existing customers.

Key responsibility and accountabilities

- Collect and manage databank of all key Crop value chain actors for business engagement with the bank.
- Map out the geographical Crop value chain concentration to inform resource allocation and area of focus.
- Lead the Crop value chain risk analysis and propose mitigation measures.
- Contribute to grants/fund proposal development in the areas of agriculture, rural finance, Crop management, climate smart agriculture, green financing, conservational agriculture Food processing, food security and malnutrition, food safety and quality control and circular economy and other sectors that present business deals for the bank.
- In collaboration with Investment and social impact team, leverage on existing partnership to create room for de-risking Crop value chains.
- Seek for and secure and maintain healthy strategic partnerships that would yield in creating business value for the bank.



- Develop Crop value chain value propositions catering for the financial need and priorities of each and every actor using gender lens and market system development approaches.
- Train staff on Crop value chain financing and risk mitigation.
- Support branches in piloting and rolling out our financial services and products tailored for Crop value chain actors.
- Ensure the effective monitoring the performance of Crop value chain value propositions and propose the solutions for continuous improvement
- Ensure the recruitment and retention of clients through a delighted customer service delivery
- Work closely with commercial and credits team to provide support in credit appraisal and ensure that the clients are timely served.
- Provide sector specific insights to other departments for aligned reporting on the performance of related Crop financial products and services.
- Timely provide reports as per reporting guidelines.
- Perform any other duties as assigned by the line manager.

Qualification, experience, skills, and attribute

- Bachelor's degree in Agronomy, Agriculture science, Crop production, Horticulture science from a recognized institution.
- Master's degree will be an added advanced
- Over 5 years working experience in crop production, postharvest handling and storage,
- Good knowledge in the Crop value chain Financing
- Strong Communication and Negotiation skills
- Sales/Marketing skills
- Knowledge of the Crop value chain analysis
- Business oriented and results driven attitude
- Strong experience in proposal development
- Strong analytical skills to interpret and evaluate financial statements
- Good understanding of the banking industry
- Good customer service skills
- Result Driven Attitude
- Strong Leadership skills
- Financial analytical skills
- Experience in Relationship Management



If you meet the above requirements, submit your application quoting the job opportunity you are applying for to the email address below by **28th June 2023**. Please include detailed Curriculum Vitae, copies of the relevant certificates, testimonials, and daytime telephone contact and email address. Only short-listed candidates will be contacted.

Email to: **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 workplace.