



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 modern, inclusive financial services that maximize their opportunities. With a strong footprint in Rwanda, Kenya, Uganda, Tanzania, DRC and South Sudan, Equity Bank is home to more than 20 million customers – the largest customer base in Africa. Currently Equity Bank Rwanda is seeking additional talent to serve in the role of **Head of Trade Finance**.

HEAD OF TRADE FINANCE

Job Overview

The Head of Trade Finance is responsible for overseeing and managing the bank's trade finance operations, including import and export finance, guarantees, and letters of credit.

The role involves developing strategies, building relationships with clients, and ensuring compliance with local and international banking regulations.

The objective is to drive revenue growth through innovative trade finance solutions and effective risk management.

Key Duties, Responsibilities and Accountability

- Lead and manage the Trade Finance department to achieve business objectives.
- Develop and implement strategies for trade finance products, including documentary credits, guarantees, and supply chain finance.
- Oversee day-to-day operations, ensuring efficiency and adherence to policies and regulations.
- Manage client relationships, including corporate and SME clients, to expand trade finance business.
- Collaborate with other departments, including Risk, Compliance, and Corporate Banking.
- Monitor trade finance portfolio performance, including profitability, risk exposure, and client satisfaction.
- Ensure compliance with international trade finance regulations and local banking regulations.
- Conduct market analysis to identify new opportunities and develop tailored products for diverse client needs.
- Train and mentor trade finance staff to build a highly skilled and motivated team.
- Prepare and present reports to senior management on department performance and strategic initiatives.



Qualification, Experience, Skills and Attributes

- Bachelor's degree in Finance, Business Administration, Economics, or related field (Master's preferred).
- At least 8 years of experience in trade finance or corporate banking, with a minimum of 4 years in a leadership role.
- Professional trade finance certifications are an advantage.
- Strong knowledge of trade finance products and banking regulations in Rwanda.
- Excellent leadership and team management abilities.
- Strong analytical skills and financial acumen.
- Excellent client relationship management and negotiation skills.
- Ability to develop and implement innovative trade finance solutions.
- Strong communication and presentation skills.
- Proficiency in financial software and MS Office applications.

Only applicants who meet the above criteria will be shortlisted.

If you meet the above requirements, we kindly invite you to submit your application quoting the job opportunity you are applying for to the email address below by **30th April 2025**. 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.