



CAREER OPORTUNITIES 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 following role:

AGRIBUSINESS OFFICER

Job Purpose

The Agri-business will lead initiatives to grow Equity Bank Rwanda's agribusiness portfolio, aiming to allocate 30% of the loan book to the agriculture sector, Increase the number of agribusiness clients, Enhance the bank's brand recognition in the agribusiness sector by implementing targeted Agri initiatives. This role requires strategic thinking, strong relationship-building skills, and a deep understanding of the agribusiness food system.

Key Responsibilities and Accountabilities

- **Portfolio Development:**
 - Identify and assess agribusiness opportunities to grow the loan portfolio.
 - Champion the bank Agribusiness strategy at branch level to attract new agricultural clients.
- **Relationship Management:**
 - Build and maintain strong relationships with farmers, agribusinesses, and agricultural cooperatives.
 - Collaborate with government agencies, NGOs, and industry stakeholders to promote agribusiness initiatives across districts.
 - Ability to Sustain Borrowers retention



- **Market Analysis:**
 - Identifying Agribusiness market dynamics, trends, challenges, and opportunities in the agricultural sector across districts.
- **Agri Products champion:**
 - Champion tailored designed bank Agri products and services to meet the needs of agribusiness clients.
 - Collaborate with team to ensure offerings are competitive and aligned with market demands.
- **Monitoring and Reporting:**
 - Prepare regular report for agribusiness trend from branch networking to ensure the bank progress toward desired target of 30%.
- **Capacity Building:**
 - Support branch staff on agribusiness lending practices and products.
 - Participate on workshops and seminars to educate clients on financial management and business growth across districts.
- **Compliance & Documentation:**

Ensure compliance with agricultural regulations and company policies
- **Loan processing & documentation.**
 - Ensure accurate completion of loan documentation
 - Verify collateral and legal documents
 - Coordinate with legal and credits department for loan approval
 - Ensure compliance with banking regulations and internal policies.
- **Credit assessment & Risk Analysis.**
 - Evaluate loan applications and financial documents
 - Assess borrower repayment capacity based on crop cycles, yield projections and market prices



- Conduct farm visits to verify land ownership, crop conditions and assets.
- Analyze risks such as weather conditions, price volatility, and production risks.
- Prepare credit proposals and recommendation for approval

Qualification, Experience, Skills, and Attributes

- Bachelor's degree in Agriculture, agribusiness, Finance, or related field.
- Two (2) in Agribusiness field.
- Above experience in banking sector is an added value.

- Strategic thinking and problem-solving abilities.
- Proficiency in data analysis and market research.
- Familiarity with financial modeling and risk assessment

If you meet the above requirements, kindly submit your application by **23rd March 2026**.

Please include Updated Curriculum Vitae, copies of the relevant certificates and testimonials through the **Link** Indicated below:

https://equitybank.taleo.net/careersection/int_new/jobsearch.ftl?ftlcompclass=LoginComponent&lang=en

Equity Bank is an equal opportunity employer. We value the diversity of individuals, Ideas, perspectives, Insights and values and what they bring to the workplace.