CAREER OPPORTUNITY 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 maximise their opportunities. With a strong footprint in Kenya, Uganda, Tanzania, Rwanda, DRC and South Sudan, Equity Bank is home to more than 20 million customers – the largest customer base in Africa. The Bank is currently seeking additional talent to serve in the role outlined below.

RELATIONSHIP MANAGER – SME FOR RUSIZI AND NYAMAGABE

Job Purpose

- The purpose is to build and manage SME and Micro SME clients to ensure optimum customer acquisition, loan and deposit growth, retention and income generation.
- "Best in Class" Relationship Management with SME and Micro-Strengthening the bank's brand in the SME field,
- To generate Revenue Pools for the Bank through SME sales, leading to fee-based income, interest income and & growing deposits.
- Ensuring delivery of industry-leading customer service, premier onboarding experience and advisory service to new and existing customers

Key Responsibilities and Accountability

- To manage the development of prudently risk assets, deposits, and increase the customer base to ensure the Bank's maximum profitability.

- To identify and develop a target pipeline and aggressively market for new profitable status customers from the identified target sectors,
- Manage key customer relationships through regular contacts and visits by ensuring the effective call program is maintained on all assigned and prospect customers,

- Ensure compliance with Know Your Customer (KYC) and Anti-Money Laundering (AML) requirements in all dealings with existing and potential customers,
- Maintain high professional standards and strive to provide quality services and competitive pricing to clients,
- Continuously identify and exploit cross-selling opportunities that embed the bank and its products with customer needs,
- Establish quality profit-earning customer relationships within the target market.
- Ensure SME Portfolio accountability, Monitoring and Quality of assets are enhanced from origination and after disbursement

Qualification, Experience, Skills and Attributes

- Bachelor's degree in a business-related field from a recognised institution,
  Master's degree in a business-related field will be an added advantage.
- Over 5 years working experience in Financial Sector with at least 3 years dealing with credit sales and credit analysis.
- Good knowledge in the lending/Credit.
- Strong Communication and Negotiation skills
- Sales/Marketing skills
- Knowledge of the Banking industry rules & regulations
- Business-oriented and results-driven attitude
- Thorough knowledge of bank policies & procedures.
- Strong analytical skills to interpret and evaluate financial statements
- Good understanding of the banking industry
- Good customer service skills
- Results-driven attitude
- Strong Leadership skills
- Financial analytical skills
- Experience in Relationship Management

If you meet the above requirements, kindly submit your application by **25th November 2026**.

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

Link: https://equitybank.taleo.net/careersection/ext_new/jobsearch.ftl

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.