

## **PETER MBOYA**

Homa Bay County, Kenya

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### **PROFESSIONAL PROFILE.**

Strategic SME Banker and entrepreneurship advocate with over 7 years of progressive experience in financial services, business banking, digital payments, customer experience and SME Development across Kenya. Proven ability to implement financial solutions that drive business growth and improve customers retention. I am passionate about entrepreneurship support, sustainable financing and financial inclusion.

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### **KEY COMPETENCIES.**

- SME & Business Banking.
- Credit Analysis and Lending Solutions.
- Digital Banking & Payments Solutions.
- Sales, negotiation and customer acquisition and retention.
- Stakeholder & Ecosystem Engagement
- Portfolio growth and management.
- Financial Consultancy & Advisory.
- Sustainable Finance & Green Development

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### **PROFESSIONAL EXPERIENCE.**

**Relationship Manager SME – Absa Bank Kenya (Bungoma).**

**April 2025 – Present**

- Deliver financial solutions to SMEs, with a focus on business growth, digital integration, and portfolio management.
- Promote sustainable financing, including access for youth-led and agricultural enterprises.
- Leverage Absa's tools to support client onboarding, loan management, and portfolio performance.
- Support SMEs with credit structuring, risk assessment and working capital optimization.
- Offering tailored financing, trade and payments solutions.

**Equity Bank Kenya Ltd (Multiple Roles)**

**July 2018 – March 2025**

**Roles Held:**

- Relationship Supervisor, SME Banking
- Supervisor – Digital Payments; Ecosystem and Value Chain Banking
- Group Lending Officer.
- Customer Experience Officer.

**Key Contributions:**

- Managed SME portfolios with emphasis on digitization, customer experience, and sustainable growth.
- Spearheaded group lending programs, especially for women and youth in rural areas.
- Led digital migration strategies, deepening customer engagement and financial literacy.
- Implemented payment systems for SMEs and institutions.

**Volunteer Engagements & Project Roles.**

- **IEBC (2017)** – Presiding Officer, Migori
- **G-United Programme (2016)** – Volunteer teacher, language and mentorship
- **Migori County Government (2015)** – Intern, Department of Finance and Planning
- **Literature Africa Foundation** – Trainer and program assistant
- **USAID CAVES- Project** – Youth mentorship and mobilization support
- **Egerton University** – Student leader (Halls Representative), advocating for student welfare

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**EDUCATION & TRAINING.**

**Egerton University**

Bachelor of Arts in Economics and Sociology

2012 – 2016

- Served as a student leader and organized campus welfare initiatives.

**Wiobiero Secondary School**

KCSE – B+ Grade

2008 – 2011

## **Professional Training & Certifications**

- Certificate – Credit and Business Banking (Moody's Analytics)
- Certificate – Foundations of Business Banking (Commercial) (LinkedIn Learning)
- Certificate – Top Banker: Complete Retail Banking Training (Udemy)
- Certificate- Children and Climate Change(UNITAR)
- Certificate – Introduction to Sustainable Finance (UN PAGE / SEB)
- Certificate – Understand Banks & Financial Markets (Udemy)
- Certificate – Becoming a Climate Champion (UNITAR)
- Certificate – Training for Rural Economic Empowerment (TREE) (ITC-ILO)
- Executive Certificate in Insurance Proficiency (Kenya College of Insurance)
- Sales Skills- Maximizing Sales in a Bad Economy.(Udemy)
- Learn to sell anything by Grant Cardone: Udemy.
- Emotional Intelligence Practitioner (EQ) Practitioner Certificate: Udemy.
- Certificate- Global Business Operations Strategy (BOS 2.0) (UN SSC)

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**References available upon request.**