



## **ABOUT FCM BANK**

FCM Bank Ltd, headquartered in Swatar, Malta, is a growing financial institution with an expanding presence in the Czech Republic and Germany. We provide lending solutions including working capital, real estate, project finance, and investment loans.

In addition, we offer deposit products for both individual and corporate clients. At FCM Bank, we focus on building long-term relationships, delivering reliable service, and supporting our clients with a genuine commitment to their success.

We have recently opened the position of **PREMIUM BANKING RELATIONSHIP MANAGER** and are seeking a talented individual with a demonstrable record of accomplishment to join our dynamic team of professionals.

## **KEY RESPONSIBILITIES**

- Responsible for fulfilling the individual business plan;
- Performs active prospecting and acquisition activities;
- Actively provides high quality sales and consultancy services to clients with the aim of offering and selling FCM Bank deposit products and ensuring maximum client satisfaction;
- Enters into contracts within established standards to ensure all contractual requirements are met;
- Ensures the onboarding of clients and maintains the necessary documentation related to the entrusted activities, where appropriate, transfers all information so that it is properly stored and further processed;
- Continuously monitors and analyses clients to minimise risks and potential losses;
- Ensures the development and deepening of business relationships with existing clients;
- Carries out activities in the field of training and education of FCM Bank employees within the scope of its professional competence, expertise and specialization.

## **QUALIFICATIONS/REQUIREMENTS**

- Min 2 years of experience in banking in a front-office role with sales and acquisition responsibilities, optimally in retail segment, Relationship management;
- Strong sales skills and drive;
- Proficiency in English;
- MS Office Skills, especially Word and Excel;



- Excellency in bank deposit products;

**BENEFITS (in addition to the statutory employment conditions):**

- Health insurance cover under the 'Private Hospital Scheme' and Dental Insurance cover;
- Staff home loans at beneficial rate - subject to successful probation;
- Training and Development budget;
- Company Events and Teambuildings;
- Discretionary annual Bonus based on individual KPIs and company results.

If you are interested in being considered for this position, please send a cover letter and CV to **[vacancy@fcmbank.com.mt](mailto:vacancy@fcmbank.com.mt)**