



About FCM Bank

FCM Bank Limited, established in 2010, is the fastest growing corporate bank in Malta. It is proud to offer simple and straightforward best-in-class products to its customers while providing the best customer service possible.

FCM Bank is committed to building a culture where all employees are valued, respected and opinions count. We take pride in providing a workplace that fosters continuous professional development and opportunities to grow within an inclusive and diverse environment.

We have recently opened the position of **HEAD OF BUSINESS DEVELOPMENT** and are seeking a talented individual with a demonstrable record of accomplishment to join our dynamic team of professionals.

Job Description

The Business Development role is responsible for generating new business and customer leads and acting as a focal point for business development initiatives.

In this role you will need to:

- Be continuously proactive in searching for new clients and building strong sales relationship
- Identify sales opportunities and deliver value-added, needs-based solutions
- Find new niche business opportunities to sell products and services offered
- Build and maintain relationships with clients, by giving professional advice through the consultative selling approach
- Prepare and structure terms and conditions of credit transactions, basic analysis
- Cooperate with the processing team in the preparation of loan proposals
- Propose new products and services according to arising needs of potential clients.

Required education, skills and experience

- Proven track record and strong experience in business development and sales
- Minimum 5 years' experience in a similar role
- Minimum a Bachelor's in Business Management or in a related field.
- Sufficient knowledge of the market/trends, competitive environment and regulatory environment
- Excellent sales, interpersonal, communication, negotiation, analytical and decision-making skills
- Knowledge of Salesforce will be considered an asset



How to Apply

If you are interested in being considered for this post, please send a covering letter and CV to vacancy@fcmbank.com.mt.