



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 **CUSTOMER RELATIONSHIP ADVISOR** and are seeking a talented individual with a demonstrable record of accomplishment to join our dynamic team of professionals.

Responsibilities

- Establishes and develops relationships with clients and key peer partners in order to strengthen the deposit portfolio according to or above the budget;
- Sell the Bank's products (primarily deposits) while providing timely and accurate information;
- Be the first point of contact to prospective clients, both face-to-face and on the phone;
- Establishing and developing relationships with clients;
- Collection and processing of the clients' documentation;
- Scanning and filing various types of documents;
- Performing customer ongoing due diligence procedures;

Required education, skills and experience

- Diploma or 1st Degree in Commerce or Business Studies;
- Min. 2 years in banking in a front-office role including sales and acquisition responsibilities, optimally in the retail segment;
- Relationship management - client and peer partners;
- Strong sales skills and drive;
- Good MS Office Skills, especially in Word and Excel;
- Fluent English and Maltese.

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.