



## 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 **DEPOSIT SALES MANAGER** and are seeking a talented individual with a demonstrable record of accomplishment to join our dynamic team of professionals.

We are looking for a Deposit Sales Manager to strengthen FCM Bank's funding mix in Malta and Germany. In this position, you will be responsible for managing our retail deposit offering in Malta and online offering in Germany as well as building a portfolio of corporate deposits through proactive sales to corporate clients in Malta. To be successful in this role, you should be a hands-on and results-driven person with a can-do attitude.

## Your responsibilities will be

- Creating, implementing and developing deposit sales strategy in Malta and Germany.
- Setting business objectives, monitoring results and being responsible for deposits business development and performance.
- Building a portfolio of corporate deposits by means of proactive sales to Maltese corporate clients.
- Identifying consumer requirements and market trends.
- Developing tools and offers for direct sales including a cross-sell and upsell of existing customer base.
- Ensuring the implementation of AML and KYC requirements on the business side.
- Working with the Treasury to meet liquidity targets.

## What you'll have in return

- Good compensation packages (fair base pay, raises, bonuses and incentives).
- Work life balance, 4-day working week.
- Professional development and learning opportunities (one-on-one manager meetings, peer learning groups, career management guidance).
- Agile and high-performance development culture and plenty of start-up spirit.
- Possibility to develop and implement your own tactics to meet the wider strategy.

## **Job requirements**

- Proven previous working experience as a Sales Manager or in a similar role with a deep understanding of corporate banking sales and/or treasury.
- Strong strategic thinking and excellent analytical skills.
- Data analysis skills and data-driven decision and a solutions-oriented mindset.
- Ability to adapt to a fast-paced growth-oriented work environment.
- An optimistic, direct and innovative nature, comfortable with challenges and being part of international teams will also be a strong asset.
- Excellent written and verbal communication skills in English.
- Communicative German language will be a big 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](mailto:vacancy@fcmbank.com.mt).