



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 REPRESENTATIVE** 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 Representative to strengthen FCM Bank Malta. In this position, you will be responsible for customer acquisition of both retail and corporate deposits 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

- Customer prospecting and acquisition
- Promoting and taking care of sales and in so doing seeing to the needs and wishes of clients and prospective clients in the best possible manner and efficiently;
- Providing a comprehensive service to clients and prospective clients including but not limited to making suggestions to them as to the most appropriate products in a professional manner after considering the circumstances of the particular client or prospective client;
- Co-ordinating with the rest of the staff;
- Assistance with promotions, special events and advertising;
- General administration as required
- 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.
- Ensuring the implementation of AML and KYC requirements on the business side.

What you'll have in return

- Good compensation packages (fair base pay, raises, bonuses and incentives).
- Professional development and learning opportunities (one-to-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 Representative or in a similar role
- Strong sales and communication skills.
- Ability to adapt to a fast-paced growth-oriented work environment.
- An optimistic, assertive, direct and innovative nature, comfortable with challenges and being part of international teams will also be a strong asset.
- Excellent verbal communication skills in Maltese and English.

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.