



## 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** to strengthen FCM Bank Malta and are seeking a talented individual with a demonstrable record of accomplishment to join our dynamic team of professionals. To be successful in this role, you should provide professional sales and consulting services with high quality standards in FCM Bank deposit products to ensure client satisfaction while maximizing revenue.

## Your responsibilities will be

- Responsible for fulfilling the individual business plan (e.g. volume of new deposits, volume of investment products sold...) valid for the given period.
- Performs active prospecting and acquisition activities (in the required quantity and quality valid for the given period), including necessary marketing activities to expand the client portfolio.
- 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.

## **Specific Responsibilities**

- Proactively communicates with client during acquisition, providing advice, handling their requirements, concluding contracts, resolving any complaints and comments and maintainin relationships fot other bidding activities.
- Communicates internally with Ret Operations and other representatives or manager to resolve non-standard situations and to hand over more complex products and for reporting purposes.

## **General Provisions**

- Independently performs tasks within the given position and ad hoc manager tasks.

## **Job requirements**

- Diploma or 1st Degree in Commerce or Business Studies
- Advantage: Min 2 years in banking in a front-office role including sales and acquisition responsibilities, optimally in retail segment, Relationship management, Strong sales skills and drive
- Knowledge of PC work (MS Office Skills, especially in Word and Excel)
- Language (fluent English and Maltese)
- Knowledge of a specific area (Bank deposit products, Security rules and approaches when working with the banking system) – excellent
- Driving licence
- Knowledge of acquisition and sales techniques

## **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)