



## 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.

**If you want to participate in the development of a young exceptional bank and to be a part of great bank team that helps each other together with a perfect manager, do not hesitate to apply.**

## 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 – a great opportunity to earn a financial bonus based on your sales results.
- **Performs business activities** (in the required quantity and quality valid for the given period), including necessary marketing activities to expand the client portfolio.
- **Client Care** – 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 and building the long-term relationships with our clients
- 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.

## Specific Responsibilities

- Proactively communicates with the client, provides advice, handles their requests, concludes contracts, resolves potential complaints and comments, and maintains relationships for other bidding activities.
- Communicates internally to resolve non-standard situations and hand over more complex products and for reporting purposes.

## 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 business 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**

## 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)