

FCM Bank Limited is based in Malta and forms part of the SAB Group. FCM Bank Ltd. specializes in corporate lending via the following products: Working Capital Loan, Real Estate Loan, Project Finance Loan, and Investment Loan. The Bank also provides deposit products both for retail and corporate clients. With a focus on delivering simple and straightforward products, the Bank strives to provide an outstanding service to its customers.

The strong customer focus is reflected in the workplace, as the Bank is constantly evolving and looking for opportunities for success in this dynamic and challenging market. Human Resources are the most important asset and play a vital role in the efforts to continually enhance Bank's performance and provide best-in-class products and services for customers.

Currently the position of **CORPORATE RELATIONSHIP MANAGER** is open, and the Bank is seeking a talented individual with a demonstrable record of accomplishment to join the dynamic team of professionals.

### **Job Description**

The responsibility of the Corporate Relationship Manager is to contribute to the development of the bank's corporate book of business through successfully matching the funding requirements of corporate clients with the bank's service offering, in line with its business strategy.

Key responsibilities:

- Responsible for the management of credit facilities to corporate customers and ongoing monitoring and servicing of such facilities
- Preparing respective credit applications from information and documentation collected from the customers, to include facility definition, preparation of deal structuring, propose security and carry out a full financial assessment including recommended covenants
- Assessing and recommending customers' proposals in accordance with the Bank's credit policies, credit risk and AML risk considerations
- Offering an excellent customer service to the Bank's customers both in terms of lending and deposit
- Working in collaboration with other departments mainly Risk, Operations, Compliance and Legal
- Forming part of the Bank's first line of defence in line with the Bank's Risk and AML framework

### **Required education, skills and experience**

- In possession of a degree in related areas of Finance, Banking, Business Administration or Law
- Five years' experience in a relevant field - Knowledge of corporate loans structuring, including working capital loans and real estate financing
- Knowledge of other corporate products including Bank Guarantees and Deposits

- Ability to work with minimal supervision and good in prioritizing, organizational and time management abilities to meet tight deadlines
- Strong communication, analytical and financial skills, ensuring clarity and accuracy when conveying information to management
- High level of attention to detail
- Proactive person, that understands the dynamics of working in a growing team
- Strong 'team' skills promoting an environment of co-operation and trust
- Positive attitude and strong self-motivation
- Fluent in both Maltese and English
- Literacy in MS Office applications with a focus on Microsoft Excel.

**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).