



ABOUT FCM BANK

FCM Bank Ltd, headquartered in Swatar, Malta, is a growing financial institution with an expanding presence in the Czech Republic, Slovakia, and Germany. We provide lending solutions including working capital, real estate, project finance, and investment loans.

In addition, we offer deposit products for both individual and corporate clients. At FCM Bank, we focus on building long-term relationships, delivering reliable service, and supporting our clients with a genuine commitment to their success.

We have recently opened the position of **SENIOR CORPORATE RELATIONSHIP MANAGER** and are seeking a talented individual with a demonstrable record of accomplishment to join our dynamic team of professionals.

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

QUALIFICATIONS/REQUIREMENTS

- 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.

BENEFITS (in addition to the statutory employment conditions):

- Health Insurance cover under the 'Private Hospital Scheme' and Dental Insurance cover
- Staff home loans at beneficial rate - subject to successful probation
- Discretionary annual bonus based on individual KPIs and company results
- Work from home 1 day a week (after probationary period)
- Parking within the premises (subject to internal approval)
- Attractive training and development budget
- Company events and teambuildings

If you are interested in being considered for this position, please send a cover letter and CV to vacancy@fcmbank.com.mt