



ABOUT FCM BANK

FCM Bank Ltd, headquartered in Swatar, Malta, is a growing financial institution with an expanding presence in the Czech Republic 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 **CORPORATE & PRIVATE BANKER – BUSINESS DEVELOPMENT** and are seeking a talented individual with a demonstrable record of accomplishment to join our dynamic team of professionals.

The Corporate & Private Banker will be responsible for acquiring new corporate and large retail deposit clients, proactively targeting prospects, and building a portfolio of high-value clients. The majority of their time will be spent outside the branch, visiting clients on-site, presenting FCM Bank, and negotiating deposit terms.

KEY RESPONSIBILITIES

- Achieve individual business plan targets focused on corporate and large retail deposits.
- Proactively identify, approach, and acquire new clients from the corporate segment (CORP) and high-value retail segment.
- Conduct on-site client visits, present FCM Bank's deposit solutions, and negotiate deposit placement conditions.
- Actively perform prospecting, cold-calling, and outreach to generate new business opportunities.
- Enter into contracts in line with internal standards, ensuring all regulatory and contractual requirements are met.
- Ensure smooth onboarding of new clients and maintain accurate documentation of all activities.
- Continuously monitor and analyze client relationships to minimize risk and identify further growth opportunities.
- Develop and deepen relationships exclusively within the newly acquired client portfolio.
- Share knowledge and best practices with colleagues as relevant to professional expertise, when applicable.



QUALIFICATIONS/REQUIREMENTS

- Proven experience in corporate or high-value retail deposit acquisition.
- Strong business development, negotiation, and client relationship skills.
- Comfortable working independently and spending majority of time in the field.
- Target-driven, proactive, and results-oriented mindset.
- Ability to present financial solutions clearly and persuasively to decision-makers.

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;
- Training and Development budget;
- Company Events and Teambuildings;
- Discretionary annual Bonus based on individual KPIs and company results.

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