



About FCM Bank

FCM Bank Limited is based in Malta and forms part of the SAB Group. FCM Bank Ltd. specializes in corporate lending via Working capital loans, Real Estate Loans, Project Finance loans and Investment loans as well as providing deposit products for retail and corporate clients. The bank focuses on delivering simple and straightforward products to its customers whilst striving to provide them with the best service possible.

Our strong customer focus is reflected in our workplace, and we are constantly evolving and looking for opportunities for success in this dynamic and challenging market. Our people are our most important asset and play a vital role in our efforts to continually enhance our performance for customers and provide best-in-class products and services.

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

Job Description

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 servicing of facilities
- Preparing respective Credit Applications from information and documentation collected from the customers, to include facility definition, preparation of deal structuring, security, and 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
- Assisting the team's Corporate Relationship Managers in meeting customer priorities as required
- 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
- Preparing Corporate Reports and ad hoc matters for the Head of Corporate Banking.

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
- Ability to work with minimal supervision and good in prioritizing, organizational and time management abilities in order 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.