



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 **SENIOR BUSINESS EXECUTIVE** and are seeking a talented individual with a demonstrable record of accomplishment to join our dynamic team of professionals.

Job Description

- Continuously being proactive in searching for new clients and building a strong sales pipeline
- Building and maintaining relationships with clients, by giving professional advice through the consultative selling approach
- Preparing and structuring terms and conditions of credit transactions, basic analysis
- Cooperation with the processing team in the preparation of loan proposals

Required education, skills and experience

- Proven track record and strong experience in business development and sales, with a solid network of clients
- Minimum 5 years' experience in a similar role
- Strong negotiation skills
- Team player who likes new challenges
- Knowledge of MS Office (Word, Excel, Outlook)
- Knowledge of Salesforce will be considered an asset
- Valid driver's license and own car

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.