



About FCM Bank

FCM Bank Limited, established in 2010, is the fastest growing corporate bank in Malta. It is proud to offer simple and straightforward best-in-class products to its customers while providing the best customer service possible. FCM Bank is committed to building a culture where all employees are valued, respected and opinions count. We take pride in providing a workplace that fosters continuous professional development and opportunities to grow within an inclusive and diverse environment.

FCM Bank Limited specializes in corporate lending via Real Estate loans, Project Financing loans, Investment loans and Working Capital loans, as well as providing deposit products for retail and corporate clients.

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

Job Description

The Head of Sales is responsible for generating new business and customer leads and acting as a focal point for business development initiatives.

Key responsibilities:

- Actively looking for new customers to be introduced to bank in order to develop the bank's customers' portfolio and support business growth
- Promote awareness of the products, services and solutions offered by bank
- Identify opportunities which can be met through these solutions, and which are in line with the bank's appetite
- Drive business performance and deliver in line with targets
- Deliver an excellent customer experience through positive and strong sales relationship building and maintain relationships with internal and external stakeholders for strong working relationships
- Monitor and keep abreast of changing trends in the market and explore business expansion opportunities
- Implement new business development and new product performance measures to track and monitor growth and product performance
- Propose new products and services according to arising needs of potential clients
- Liaise with Marketing on the development of the annual marketing plan in line with business needs
- Support senior management to deliver a high-quality business development culture

Required education, skills and experience

- In possession of a degree in related areas of Banking, Business Administration or Finance
- Proven track record and strong experience in business development and sales management, including dealing with senior executives, with a minimum of 3 years' experience in a similar role
- Strong communication, leadership, negotiation, analytical, presentation and decision-making skills
- Experience in leading a team with outstanding prioritizing and time management skills to meet tight deadlines
- Excellent understanding of corporate business with sufficient knowledge of the market/trends, competitive environment and regulatory environment
- Proactive person who 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
- Knowledge of Salesforce will be considered an asset

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