



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.

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

Main responsibilities

- Responsible for fulfilling the individual business plan.
- Performs active prospecting and acquisition activities.
- Actively provides high quality sales and consultancy services to clients with the aim of offering and selling FCM Bank deposit products and ensuring maximum client satisfaction
- Enters into contracts within established standards to ensure all contractual requirements are met.
- Ensures the onboarding of clients and maintains the necessary documentation related to the entrusted activities, where appropriate, transfers all information so that it is properly stored and further processed.
- Continuously monitors and analyses clients to minimise risks and potential losses.
- Ensures the development and deepening of business relationships with existing clients.
- Carries out activities in the field of training and education of FCM Bank employees within the scope of its professional competence, expertise and specialization.

Requirements

- Diploma or 1st Degree in Commerce or Business studies
- Min 2 years of experience in banking in a front-office role with sales and acquisition responsibilities, optimally in retail segment, Relationship management
- Strong sales skills and drive
- Fluency in Maltese and English
- MS Office Skills, especially Word and Excel
- Excellency in bank deposit products
- Driving licence
- Knowledge of acquisition and sales techniques

Benefits

- 25 days leave per year
- Health insurance cover under the 'Private Hospital Scheme' and Dental Insurance Cover
- Staff home loans – subject to successful probation
- Parking facilities within the Bank's premises
- Company Laptop

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

