



Job Description

JOB TITLE	Wealth Distribution Sales Manager
LEVEL/BAND	MS30
DEPARTMENT	Banking
DIRECT REPORT (JOB TITLE)	Senior Wealth Distribution Manager

Overall Purpose of the Position

To engage in attracting corporate/ group business to APS range of Insurance and Investment Schemes and acting as their relationship manager. The incumbent's role is to actively solicit new business, generate ideas on business development and be responsible for a budget of commission generation.

Operational Responsibilities

- To manage the assigned corporate relationships, engaging with clients and providing insurance related solutions in accordance with the bank 's strategic plan.
- To identify and manage together with Senior Wealth Distribution Manager third party licensed intermediaries to distribute the investment products of APS Fund Sicav.
- To actively engage in customer acquisition tactics in order to attract new corporate deposits to APS bank Ltd.
- To be the Product Champion for Insurance and Pension products.
- To ensure that internal policies and risk and control procedures are observed on a day-to-day basis and corrective action devised to address processes and control deficiencies. Any shortfalls are to be reported to the Compliance Manager.
- To develop and build on the investments and insurance client data base through effective networking and other customer acquisition strategies.
- To become an authorised TII of MSV Mapfre.
- To recommend new business proposals or revenue streams.
- To identify HNW prospects for Private Banking and forward the leads to the Private Clients Manager.

General Responsibilities

- To submit any reports and/or supervise any projects and activities as may be directed from time to time.
- To ensure compliance with Bank's policies, guidelines and underlying procedures at all times.
- To assist his/her superior in the preparation of the unit's business plan and underlying budgets.
- To perform standard office tasks including processing mail, answering phone calls, ordering supplies and filing.
- To perform any other duties that may be reasonably assigned from time to time.

Qualifications, Skills & Competencies

	SKILL	EXPERIENCE	QUALIFICATION
MANDATORY	<p>Possesses a strong focus on quality of service and client relationships.</p> <p>Excellent interpersonal skills and the ability to build strong client relationships.</p> <p>Is able to work on his own, with minimum guidance, and with a strong sense of prioritisation.</p>	<p>Highly conversant with the Investments and Insurance Regulatory environment.</p> <p>Possess a number of years working experience in the Investment / Insurance field.</p>	<p>Holds a benchmark qualification recognised by the MFSA in order to hold a TII status and/ or Investment Advisor status. Eg ACII / Dip CII etc.</p> <p>To be registered with the MFSA as an authorised TII and Investment Advisor.</p>
DESIRABLE	<p>Strong presentation skills.</p>		<p>Holds a higher studies certification in management/business administration/ insurance</p>