

Job Title
Account Manager
PG13

Location: KZN

Perm/Contract: Permanent

Who are we?

Description of the Cluster/ BU

SPF Distribution, is dedicated to supporting, growing and empowering clients with affordable, easy and suitable solutions, primarily through face-to-face intermediary channels, but also directly. We have approximately 2,000 tied advisers and 2,000 supporting independent brokers, all dedicated to meet the financial needs of our clients. Our vision: We aspire to be the best at building enduring relationships by connecting clients and intermediaries. We create sustainable value by attracting new clients, supporting ongoing client engagement and providing adaptive solutions designed to answer life's financial questions. **ULTIMATELY WE GROW AND PROTECT WEALTH.**

What will you do?

Description of the key responsibilities (start with a clear & succinct positioning of the role, bullet high level responsibilities)

The Account Manager role manages the functioning of the Durban based Distribution Academy office, including the Training Consultants and administrative staff. This role assumes responsibility for all the training contracting with clients, the development and delivery of various training and leadership development events.

Key responsibilities include:

- Contribution towards the identification and implementation of strategy, direction and objectives for the Academy and primary Distribution Sales client
- Budget and administrative controls and management of costs and expenses for particular area
- Consultation and contracting with main client based on the business' strategy, focus areas and required future capabilities
- Management and coordination of delivery of training with respective client areas
- Training and development of sales management and leadership interventions, including the rest of Africa
- Coordinate and facilitate the NQF level 6 DUT Sanlam Partnership
- Ad hoc projects participation and (or) management thereof
- People management

What will make you successful in this role?

Description of the key requirements

Qualification & experience (do not include matric if a degree is required)

- B degree in Commerce
- Training related qualification will be advantageous
- Certified Financial Planning qualification
- Management Qualification

- Min 5 years' financial services experience and knowledge – specifically within the Distribution sales and training environment
- Training development, management and facilitator experience
- Experience on development and facilitation of leadership interventions
- Experience in collaborating at both a strategic and operational management level
- Experience in people management

Knowledge and skills (high level and bulleted)

- Financial services product knowledge (Sanlam and competitors)
- Relevant regulatory legislation and compliance knowledge
- Distribution, marketing and sales understanding

Personal qualities (most critical ones only and bulleted)

- Strategic Decision Making
- Analytical Thinking
- Planning and Organising
- Building Partnerships
- Communication
- Influencing
- Directing
- Results driven
- Coaching
- Technical Professional Skills
- Continuous Learning

Process for application

If you meet the above criteria, and is interested in applying for this role, please submit your CV to the following address:

dhrcaperecruitment@sanlam.co.za

Please copy and paste the following detail in the subject line of your email to use:

Application for **Account Manager KZN**

The closing date for applications is **30 November 2017**

Our aim is to help you build a successful career with us

We're all about building strong, lasting relationships with our employees. We know that you have hopes for your future – your career, your personal development and of achieving great things. We pride ourselves in helping our employees to realise their worth. Through its business clusters – Sanlam Personal Finance, Sanlam Emerging Markets, Sanlam Investments, Sanlam Corporate Santam, Miway, as well as the Group Office – the group provides many opportunities for growth and development.

Turnaround times

The shortlisting process will only start once the application due date has been reached. The time taken to complete this process will depend on how far you progress and the availability of managers.

The Sanlam Group is committed to transformation and embracing diversity and our employment equity plan and targets will be considered as part of the recruitment process. This commitment is what drives us to achieve a diverse workplace with employment equity as a key goal to create an inclusive workforce, representative of the demographics of our society as well as people with disabilities.