

Job Title
Broker Consultant
PG10

Location: Bloemfontein
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)

As an integral part of Sanlam Broker Distribution, your primary focus will be to work with brokers being the interface between themselves and Sanlam Broker Distribution to reach business objectives in a dynamic, innovative and high performance business.

Output/Core Tasks:

- promoting and marketing the company products
- building strong relationships with brokers
- providing efficient service
- meeting and exceeding your targets
- Supporting brokers in their practices and assist them to grow their businesses.

What will make you successful in this role?

Description of the key requirements

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

- Completed Business/Commerce/Marketing degree
- Preferably Post graduate diploma in Financial Planning/RFP3/Wealth
- Management 3
- Goal and target motivated
- Sales and marketing orientation
- Natural relationship-builder

Knowledge and skills (high level and bulleted)

- the financial services industry, specifically in life insurance
- marketing principles and sales skills in order to meet your targets
- experience in third-party marketing
- relevant regulatory legislation and compliance knowledge

Personal qualities (most critical ones only and bulleted)

- Technical and professional knowledge
- Entrepreneurship
- Treating customers fairly (TCF)
- Decision-making
- Continuous learning
- Gaining commitment
- Work standards
- Adaptability
- Tenacity
- Initiative
- Communicate effectively in English and Afrikaans
- Impact

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:

dhkznrecruitment@sanlam.co.za

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

Application for Broker Consultant Bloemfontein

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.