

**Job Title**  
**Sales Consultant**  
**(PG9/10)**

**Location: East London**  
**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 ideal candidate will be responsible for marketing Sanlam's solutions to a vested portfolio of advisers, devising strategies and campaigns to grow the advisers business thereby assisting in meeting the required sales targets.**

1. Support Financial Advisers in:
  - Rendering ongoing technical advice and support
  - Partnering with Financial Advisers to reach production targets
  - Sourcing for business opportunities in advisers practice.
  - Managing and support Leads and campaigns
  - Assisting and liaising with New Business and underwriting to facilitate the issuing of business
  - Assisting with the processing of claims, replacements and quotations
  - Assisting with Comparative competitor quotes.
2. With regards Compliance ensure that:
  - the different tools are understood and utilised by the Financial Advisers
  - The Financial Adviser is aware of the importance of compliance and implications for the practices for noncompliance.
3. Monitor and flag any suspect or risky business with the Business Manager.
4. Support projects and focus activities of the Business Manager that seek to drive production.
5. Networking with other stakeholders in the sales/support process.

## What will make you successful in this role?

## Description of the key requirements

**Must be comfortable working in a target driven, competitive, sales orientated environment**

- Service and customer orientated
- Natural relationship builder
- Pro-active, self-starter and energetic
- Goal and target motivated
- Sales and marketing orientation
- Socially confident and skilled to communicate well
- Willingness to travel

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

- RFP1, 2 or 3 or alternately Wealth Management 1, 2 or 3
- An industry related qualification would be advantageous
- Regulatory Exam would be advantageous
- Minimum 2 years' experience in a Marketing and sales environment
- Thorough understanding of agency distribution model and supporting processing requirements would be advantageous

## Knowledge and skills (high level and bulleted)

- MS: Office (Excel, Word, PP); Outlook; SanFin; AUTONUB
- Valid driver's licence
- Own reliable motor vehicle
- Business Management
- Financial Services Industry Knowledge
- Financial Services Product Knowledge (Sanlam and competitors)
- Relevant regulatory legislation and compliance knowledge
- Basic legal technical knowledge
- Marketing principles
- Sales process and steps
- Training/coaching others
- Solid administration skills

## Personal qualities (most critical ones only and bulleted)

- Technical Knowledge
- Continuous Learning
- Coaching
- Building and Maintaining Relationships
- Results Driven
- Communication
- Analytical Thinking
- Decision-making
- Team Success
- Treating Customers Fairly

## 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](mailto:dhkznrecruitment@sanlam.co.za)

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

## Application for **Sales Consultant East London**

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.*