

# VACANCY

## Build Your Career with Sanlam

Sanlam is a leading Financial Services Institution, which provides services in the fields of individual life insurance, group life insurance, unit trusts and asset management. To give substance to its objective to be a fully-fledged Namibian insurer, Sanlam is increasingly introducing greater financial and technical expertise. For this reason, it invites applications for the position of:

## Branch Manager - Entry Level Market: Otjiwarongo

### The purpose of the position

The successful incumbent will create an enabling environment to stimulate business growth in existing client market and tap into new market potential.

### Main duties and responsibilities include

- Develop strategy to increase Sanlam's new business
- Achieve agreed branch sales and manpower targets
- Manage Sales Managers
- Assist Sales Managers to recruit, appoint, train and develop new Sales Representatives
- Identify opportunities for new business and new work-sites
- Provide Sales Managers and Sales Representatives with market specific training
- Prepare branch budgets and financial reports
- Manage sales competitions amongst Sales Managers and Sales Representatives
- Performance contracting and management of Sales Managers

### Qualification & Experience Requirements

- Grade 12
- 3-Year Diploma in Marketing or Sales will be an added advantage
- Minimum of 3 years selling experience in life insurance industry
- Minimum of 2 years in Sales Management
- Own transport and valid driver's licence.
- Efficient Communication skills (English and local languages)
- Demonstrated skill(s) in Ms Office Programs

### Closing Date for Applications: 27 May 2019

Only short listed candidates will be notified. No documents will be returned.

Namibian Citizens who suit the above profile can submit their CV's and **Cover letter** to:

Human Resources Department

7th Floor, Sanlam Centre

(c/o Independence Ave and Fidel Castro Street),

PO Box 317, Windhoek, Namibia. For enquiries contact: [hramibia@sanlam.com.na](mailto:hramibia@sanlam.com.na)

