

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 positions of:

Broker Manager: Affluent Market - Windhoek

The purpose of the position

The main focus of the position is the growth of Sanlam Namibia's market share of the business written by brokers in Namibia. The position is responsible for building and maintaining strong broker relationships and to identify market opportunities to facilitate the growth of the business. The position is also responsible for the smooth administration and running of the broker distribution business, managing the support and training needs of the broker distribution staff as well as contracted brokers, performance management and target allocation for the business and co-ordination of all support functions necessary to make the Broker Distribution business function optimally. The incumbent will be required to evaluate all management, operational and administrative business processes and structures to ensure that they meet the Group's required standards.

Main duties and responsibilities include:

Operational functions

- Increase number of brokers contracted.
- Increase the support form contracted brokers as well as the quality thereof.
- Ensure the broker distribution business provides market leading service and support to brokers.
- Create an environment conducive to the successful and effective implementation of the broker distribution business' sales strategy and business objectives.
- Create and foster succession within the broker distribution business.
- Ensure and manage good client, broker and stakeholder relationships.
- Manage the implementation of relevant sales strategies coupled with business objectives within broker distribution, to increase the volume of profitable sales.
- Manage and provide new business, existing business and claims functions within the broker business.
- Ensure the Broker Distribution business complies with all relevant laws, regulations and company directives /rules.
- Ensure efficient service delivery to clients and brokers.

Qualifications, Skills and Behavioural Competencies:

To perform this job successfully, the incumbent must have the following:

- Bachelor Degree or similar in relevant fields an advantage.
- Minimum 10 years' Management experience in the financial services sector.
- Excellent English (verbal & written) language skills; an additional local Namibian language will be a competitive advantage.
- Physical demands: Office Position / Field.
- Computer Literate: MS Office (Excel, Power Point, Word) and Company's software.
- Extensive knowledge and experience of the Life insurance and investment industry and excellent marketing, sales and/or financial management skills, preferably in Broker Distribution.

Behavioural Competencies:

- Strong relationship building skills;
- Strong communication skills;
- Ability to meet deadlines;
- Ability to work in team related environment;
- Problem identification and problem solving skills;
- Accurate and organised;
- Reliable, hardworking and accountable.

Closing Date for Applications: 11 November 2019

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

No documents will be accepted without an Application letter

Namibian Citizens who suit the above profile can submit their CV's to:

Human Resources Department

7th Floor, Sanlam Centre (c/o Independence Ave and Fidel Castro Street),

PO Box 317, Windhoek, Namibia. For enquiries contact: hynamibia@sanlam.com.na