

# VACANCY

## Build Your Career with Sanlam

Sanlam Investments is a fully integrated asset management business providing Investment Portfolio Management and related services to both individual and institutional clients. We are both an originator and distributor of specialist services, investment products and solutions. To give substance to our objective in being a fully-fledged Namibian Investment house, Sanlam Investments is increasingly adding to its team of investment and technical experts. We further recognize that for us to be successful we need to ensure that our clients receive competitive investment returns coupled with superior pro-active client service. It is for this reason that we have a vacancy for:

## Business Development Manager: Sanlam Investments

### The purpose of the position

This role is accountable to generate new business flows from existing and new clientele through providing excellent client service; product innovations.

### Main duties and responsibilities include

- Generate new business flows out of new and existing client book with enhanced service, product innovation and solutions as well as improved client relationships
- Aggressive defense and retention of existing client book and proactive interventions.
- Ensure relevant competitive and innovative product offering
- Generating total new flows with focus on institutional/pension markets-; and non-discretionary institutional
- Investment research and innovation solutions.
- Formal corporate and consultant interactions and address key solutions for market tendency; product; performance; service and other innovations.
- Various managerial functions; reporting on performance; customer relationships; quality management and productivity management support.
- Performance will be measured against the following key indicators: new segregated flows-; assets under managements-; profit and client activity
- Business, product and admin support to the various distribution channels

### Qualification & Experience Requirements

- B.Com Investment Management or similar is required
- Extensive Financial Services experience in a marketing and/or sales environment
- Well-developed interpersonal skills
- Communication skills (verbal and written)
- Analytical skills
- Ability to use initiative and be pro active
- Must be responsible, accurate and trust worthy
- Commitment to high level of service delivery
- Namibian citizen or hold permanent residence status

### Closing Date for Applications: 31 August 2018

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: [hrambia@sanlam.com.na](mailto:hrambia@sanlam.com.na)

