

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:

Established Advisers Manager: Affluent Markets

The purpose of the position

The main focus of the position is to manage and support financial advisers (agents) after they have graduated from the Academy business or experienced advisers appointed from other insurers or established brokers appointed as agents (financial advisers.)

Main duties and responsibilities include

- Increase number of activities, case sizes, quality and needs written by agents (financial advisers).
- Ensure agents recruited are trained in products, advice best practice and appropriate legal technical knowledge to function effectively as financial advisers.
- Enhance and run the adviser value proposition.
- Ensure commissions and bonuses are paid correctly and on-time to agents.
- Create and foster succession within the Established business.
- Ensure and manage good client and stakeholder relationships.
- Manage the implementation of relevant sales strategies coupled with business objectives within the established business, to increase the volume of profitable sales.
- Manage and provide new business, existing business and claims functions within the Established business.
- Ensure the Established business complies with all relevant laws, regulations and company directives/rules.
- Ensure suitable incentives are implemented to reward performance.

Qualification & Experience Requirements

- Bachelor Degree, CFP or similar in relevant fields an advantage. Matric or similar a minimum.
- Management experience in the financial services sector, preferably as a financial adviser and/or sales management role.
- Extensive knowledge and experience of the Life insurance industry and excellent marketing, sales and/or financial management skills, preferably in Agency Distribution.
- Excellent English (verbal & written) language skills; and/or additional local Namibian language will be a competitive advantage
- MS Office (Word, Outlook, Excel & PowerPoint) and Company's software.

Behavioural 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: 20 June 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 to:

Human Resources Department

7th Floor, Sanlam Centre

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

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

