

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:

General Manager: Affluent Markets

The purpose of the position

The main focus of the position is the facilitation, formulation and successful implementation of Sanlam's affluent market sales strategies to ensure achievement of the company long-term shareholder value. The position further oversees, monitors and reports on all the functions within the market segment.

Main duties and responsibilities include

- Develop and implement effective sales strategies geared towards the market segment
- Create environment conducive to the successful and effective implementation of sales strategy and business objectives
- Create an enabling environment to stimulate business growth within the affluent and middle market segments. Tap into new market potential in support of the Group's strategy
- Proactively seek new market opportunities with the aim to generate future sales and meet targets
- Provide trusted financial service advice, within context of established client relationships and dynamic industry competition, with the aim of retaining existing clients for future business
- Manage and provide Trust and Estate services and Support function
- Provide legal services and support to sales and distribution channels
- Responsible for full business function of Linked Investment Platform
- Ensure that the sales forces deliver high quality and outstanding service to clients

Qualification & Experience Requirements

- A Bachelor Degree or equivalent in relevant fields
- Minimum 10 years' management experience in the financial service sector or sales environment
- Extensive knowledge and experience of the Life insurance industry and excellent marketing, sales and/or financial management skills
- Excellent English (verbal & written) language skills; and/or additional local Namibian language will be a competitive advantage, etc.
- Reliable, hardworking and accountable
- Problem identification and problem solving skills

Closing Date for Applications: 23 March 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: hynamibia@sanlam.com.na

