

# 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:

## Legal Consultant

### The purpose of the position

This is a specialist role that is primarily responsible for rendering pro-active specialist legal technical advice and support to the all intermediaries and the Department at large. Stakeholders/clients will include Managers, Broker Consultants and intermediaries in both the Financial Adviser and Broker Distribution space with the view to enabling sales/business growth and strengthening intermediary relationships.

### Main duties and responsibilities include

- Analyse, understand and capitalise on market opportunities for business growth.
- Ensure that a proper marketing plan is contracted with business units at the beginning of each year and monitor to ensure the implementation of the plan during the year.
- Works closely with identified managers and consultants to identify and respond to opportunities and needs for legal advice/assistance.
- Financial Planning support in relation to: (Estate Planning and Fiduciary Services, Retirement Planning, Investments Planning, Risk Products, Business Assurance [in light of business structure])
- Evaluate existing client financial solutions/plans.
- Provide coaching and training (workshops) to consultants and intermediaries on legal technical areas as needed.
- Assist intermediaries to optimally mine their existing client database.
- Coach and train intermediaries on creative cross selling and up-selling of products to existing clients. Assist in highlighting gaps and opportunities within their current base.
- Undertake client/intermediary seminar, training or information presentations to selected group.
- Remain updated on new legislation/legal pertaining to financial services and keep staff informed and updated on the impacts and requirements.
- Undertake continuous professional development (i.e.: FPI) to remain relevant and up-skilled and pass this technical expertise onto clients and management through interactions.

### Qualification & Experience Requirements

- B Legal Degree (BCom Law, LLB, etc.)
- Registered CFP<sup>®</sup> will be an advantage and must be completed within 36 months from date of appointment
- Strong legal technical exposure ( Fiduciary namely Wills & Trusts, Contract law, Commercial law)
- Two years post admission experience
- Experience as an attorney or legal adviser in the financial industry would be advantageous
- Financial Services experience, preferably with Personal Financial Planning and Sales

### Closing Date for Applications: 07 June 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: [hynamibia@sanlam.com.na](mailto:hynamibia@sanlam.com.na)

