

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:

Risk Product Specialist – Affluent Market

The purpose of the position

The main focus of the position is to support contracted brokers with specialist risk product support. The support provided should be both reactive (i.e. in response to broker requests) and pro-active, to highlight the benefits and competitive advantages in the Sanlam Namibia risk product set. The position is also responsible to have an in-depth knowledge of competitors' risk products and to assist Sanlam Namibia to compare its risk product suite in terms of features and pricing with its competitors and to give input into the product development strategies and priorities to be adopted by Sanlam Namibia.

Main duties and responsibilities include

- Deal with broker queries pertaining to product features, quotes, pricing and benefits
- Understand competitor products and be able to highlight to brokers benefits inherent in Sanlam Namibia risk product set
- Understand and assist brokers with Sanlam new business and existing business process, specifically the TE policy administration platform
- Assist and support brokers with risk product related advanced solutions, e.g. business assurance solutions
- Design and roll out risk product marketing strategies and campaigns to facilitate new business sales as well as cross- and upselling to existing customers
- Ensure and manage good broker and client relationships
- Manage the implementation of relevant sales strategies coupled with business objectives within the Broker business, to increase the volume of profitable sales
- Broker product training and accreditation
- Manage and provide new business, existing business and claims functions within the Broker business as it pertains to risk products and solutions

Qualification & Experience Requirements

- Grade 12 and a Bachelor Degree, CFP or similar in relevant fields will be an advantage
- Appropriate sales and support experience in the financial services sector, preferably as a broker consultant and/or sales management role
- Excellent English (verbal & written) language skills. An additional local Namibian language will be a competitive advantage.
- Computer Literate: 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: 18 December 2018

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: hrnamibia@sanlam.com.na

