

ORGANISATION:	MotorHappy	POSITION TITLE:	Short Term Insurance Sales Consultant
DEPARTMENT:	MotorHappy	ACCOUNTABLE TO:	Team Leader
EMPLOYMENT EQUITY:	All suitable candidates will be considered	INDUSTRY:	Financial Services
POSITION TYPE:	Permanent	SALARY:	Salary: Basic + commission
BENEFITS:	Medical Aid & Pension/Provident (50/50 contribution)		

JOB DESCRIPTION	<ul style="list-style-type: none"> Summary : The Sales Agent will sell motor comprehensive insurance and will up-sell tracking devices and household cover and ensure that targets are met as set out in the consultant remuneration and commission structure document.
DUTIES / KEY RESPONSIBILITIES	<ul style="list-style-type: none"> Effectively working the leads allocated Converting leads into sales Handle objections effectively Achieve and exceed sales targets Respond to leads within allocated time period Ability to cross-sell and upsell a range of products (including but not exclusive to Household Contents, Matrix) and assist with Retention sales, where necessary, as well as the ability to close, meeting these targets Ability to accurately assess customer needs and potential. Responsible for follow up Achieving/exceeding set requirements for Compliance and Quality scores Comfortable with cold calling and lead generating Accurately record all call details on the CRM, utilising the correct reason codes and changing the status of the lead as directed

	<ul style="list-style-type: none"> • Daily reporting to be submitted to Team Leader • Maintain and develop professional relationships • Daily administration • Work overtime where required • Perform other duties that management may require from time to time
<p>PREFERRED EDUCATION</p>	<ul style="list-style-type: none"> • Grade 12/Matric • FAIS Compliant (Required FAIS qualification and Regulatory Exams to be completed with in the specified time frames as set out by the FSB not to mention the fit an and proper requirements) • Strong Formal Sales Training/Understanding • (DOFA date – NB! First date of registration as a representative of an FSP (Financial Services Provider))
<p>EXPERIENCE, KNOWLEDGE & SKILLS REQUIRED</p>	<ul style="list-style-type: none"> • Minimum 1 year successful experience in Telesales (Motor Comprehensive) • Passion for sales • Excellent Telephone selling skills with professional telephone manner and commercial acumen and the capability to communicate with enthusiasm and drive • Excellent communication (verbal and written) – Excellent command of the English language • Results driven • Good negotiating and closing skills • Target and incentive driven • Energetic • Ability to Multi-task • Excellent time management and attention to detail • Confident and assertive • Ability to work under pressure • Team Player • Accuracy in data capture • Outgoing and vivacious personality • Computer literate – MS Word, Excel, Outlook experience/knowledge

OTHER REQUIREMENTS (beneficial)

- Criminal and Credit Clear
- Reliable or own transport
- Background in Motor trade would be preferable
- Ability to work late and weekend shifts