

JOB TITLE	Sales Consultant (VAPS)
JOB DESCRIPTION	<ul style="list-style-type: none"> • Summary : The Sales Agent will sell motor VAPS and will up-sell products and ensure that targets are met as set out in the consultant remuneration and commission structure document. • Accountable To : Team Leader • Salary: Basic + commission • Benefits : Medical Aid ,Penison and PProvent Fund (50/50 contribution)
DUTIES / KEY RESPONSIBILITIES	<ul style="list-style-type: none"> • Effectively working the leads allocated • Converting Leads into Sales and to handle objections effectively • Achieve and exceed sales targets • Respond to lead 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, identify and deal with objections that may arise • Achieve and exceed targets • 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 manner • 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 (please specify amount of FAIS credits) • Strong Formal Sales Training/Understanding • RE Qualification completed – added advantage. • 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 VAPS) • Experience in an outbound call centre environment • 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) – good command of the English language • Motor industry experience will be an advantage • Results driven • Good negotiating and closing skills • Target and incentive driven • Energetic • Multi-tasking • 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 and CRM 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