

## **SHORT TERM INSURANCE FINANCIAL ADVISORS**

We want individuals who are passionate about the industry, and who is self motivated, and willing to write their own generous pay check. A great opportunity to work with a target driven team with much focus on fun and profit sharing incentives.

*“What you put in, is what you get out”*

The appointment will be made in line with the Divisional Employment Equity strategy.

### **PURPOSE OF THE JOB**

To work independently and as part of the sales team, from the heart of the call centre, to service and provide a minimum of 4 clients daily with the most competitive insurance rates in South Africa. The Financial Advisor is our client's first point of contact, telephonically and electronically, and must represent our company with the highest ethics and through a proactive approach build and develop strong customer relationships, whilst ensuring that your Dealer satisfaction is constantly maintained and guaranteed, this improving high levels of customer trust and loyalty.

### **RESPONSIBILITIES**

- Meeting monthly targets (min 4 sales daily)
- Negotiating best quotes
- Attaining new business, servicing new clients, Cold calling, provide sales & leads.
- Act as the principle point of contact to Dealers for insurance quotes to their customers Act on direct or standing customer instructions with regards to Integricall core products
- Develop and maintain customer relationships with customers by always acting in a professional manner to ensure a positive image of Integricall and yourself.
- Liaise with colleagues to offer an inclusive service offering to the client.
- Utilise full range of Integricall systems available to ensure customer satisfaction at first contact wherever possible.
- Constant update on insurance industry trends.

### **COMPETENCIES**

- Ability to sell at all levels
- Working with people
- Target driven, hungry, accountable  
Self-motivated, entrepreneurial attitude.
- Relating and networking
- Persuading and influencing
- Initiative and judgement for the progress of the business

### **Regulatory Requests**

Adhere to FAIS requirements, Money Laundering, POPI, TCF and CPA.  
All information clearly advised to client

### **MINIMUM REQUIREMENTS**

- RE 5 and 150 FAIS Credits
- Matric or and equivalent NQF level 4 qualification
- Minimum 2 years Insurance related Sales experience. Proven track record
- Minimum 60 credits
- **Clear background checks.**
- **No criminal record**

**Preference will be given to South African Citizens and Permanent residents of South Africa in possession of proof of permanent resident status.**

Please email all CVs to [careers@integricall.co.za](mailto:careers@integricall.co.za)