

Careers at Momentum Metropolitan

Commercial Business Development Consultant at Momentum Insurance

About us

Through our client-facing brands Metropolitan and Momentum, with Multiply (wellness and rewards programme), and our other specialist brands, including Guardrisk and Eris Property Group, the group enables business and people from all walks of life to achieve their financial goals and life aspirations.

We help people grow their savings, protect what matters to them and invest for the future. We help companies and organisations care for and reward their employees and members. Through our own network of advisers or via independent brokers and utilising new platforms Momentum Metropolitan provides practical financial solutions for people, communities and businesses. Visit us at www.momentummetropolitan.co.za

Role Purpose

Commercial Business Development Consultants are committed, driven, results oriented advisers who are able to work on their own as well as in a team environment writing business in accordance with targets laid down by Momentum Insurance. Commercial Business Development Consultants will be expected to source leads and achieve sales targets primarily on Commercial Insurance. Commercial Business Development Consultants will be expected to build relationships with Personal lines BDC's and employees within other Momentum Insurance divisions to ensure that these areas become a lead source for commercial.

Responsibilities and work outputs

- Source sufficient lead generating opportunities to ensure that you can quote at least 100 prospects per month
- Maintain and update your Lead Generation Matrix on a weekly basis
- Once a quote is requested the consultant must arrange a one on one meeting with the client in order to conduct a proper needs analysis and offer professional advice
- Manage the lead generation process which includes group presentations, one on one consultations, ensuring regular communication with staff, participation in corporate events, advertising and general relationship building
- Complete weekly reports that reflect leads, quotes and sales as well as the source of the leads, average premium, total premium and any other pertinent information which may be required from time to time
- Keep up to date and fully informed on product comparisons with opposition products
- Ensure that you are up to date with all own product changes
- Generate interest for and introduce other Momentum Insurance specialists to prospects where appropriate
- Meet all KPI's as laid down by Momentum Insurance for BDCs
- Be compliant in all activities in accordance with regulations and standards of all Insurance regulations and professional guidelines and ethics
- Meet the Fit and proper requirements as set out in the FAIS codes of conduct at all times
- Meet continuing professional development objectives as required by the industry
- Maintain appropriate skills and knowledge in order to provide specialist, professional financial advice in all relevant business areas
- Maintain the required dress code and professional appearance

Competencies required

- Drive and initiative
- Resilience
- Negotiating skills
- Commitment
- Self-development
- Skills development
- Product knowledge
- Competitor knowledge

Experience and Qualifications

- Matric/Grade 12
- FAIS Credits (min 30 credits in short term insurance if date of first appointment is before 2010);
- or if date of first appointment is on or after 01/01/2010, a full recognised qualification as per the FSCA qualification list.
- FAIS Regulatory examination for Representatives (RE5)
- CPD (continuous professional development) points
- Minimum of three years sales experience preferably in the short term industry with payslips as proof of previous commission earned
- Candidate must have his own transport (CAR) and licence

Location

The above-mentioned position is currently available at our office in Cape Town

Please submit your application via our Careers page on www.momentummetropolitan.co.za

To apply, please follow the official system application process and get in touch with the PeopleSoft Helpdesk (021 940 5169) if you need further assistance. **Closing Date**

29 July 2020

Contact Details

KRISTAL RAMAN

kristal.raman@momentum.co.za (The purpose for this email address is solely for queries regarding the advertised position and no emailed CV's will be accepted. Only online applications submitted via our Careers page will be considered.)

0126845236

All positions will be filled in accordance with our Employment Equity plan. We also encourage people with disabilities to apply.