



WE ARE HIRING

WESTERN CAPE

Basic salary + Competitive Commission Structure and company benefits



Regional Sales Consultant

The AutoSure product brand and its associate company is an Underwriting Management Agency specializing in insurance and value-added products and services in the motor retail arena within South Africa.

Connecting our well-entrenched industry experience in the motor retail arena through a set of core values. Trust, relationships, service, integrity loyalty and profit form the pillars of our business partnerships through which we create growth opportunities for all our stakeholders.

Position Overview

To Market and sell AutoSure products and services via the motor retail and related network, to maintain your existing customer portfolio, find new customers and to ensure that all related queries and complaints are dealt with in a professional manner. Plan, direct and coordinate activities of the Region. Effective and efficient running of the Region. Ensure that all financial goals are achieved and exceeded.

What You'll Need



Attention to Detail

We like to keep our eyes on the prize at AutoSure! And that requires a strong need for attention to detail as it's the small things that can make a **BIG** difference!



Innovation

Here at AutoSure, we love to **challenge convention** and lead the way into the future! Leave that old trusty box at home and let's get creative



Positive Attitude

We believe in creating a positive work environment that is enjoyable to be a part of and we look to the individuals of the company to make a **positive contribution** to our culture



Think on your feet

Hand in hand with innovation, you need to be able to think on your feet. We work in a fast paced environment which often requires us to **adapt and think fast!**

Key Responsibilities and Duties

Business Development

- ✓ Preparing a sales budget and managing the execution of the budget.
- ✓ Identify and develop profitable new business opportunities and achieving sales targets.
- ✓ Develop new sales leads and to build a database of potential clients.
- ✓ Maintain a strict calling schedule as agreed with the National Sales Manager.
- ✓ Maintain and grow existing business by cross selling opportunities.
- ✓ Keep up to-date sales records for all existing and prospective accounts on company sales report systems.
- ✓ Prepare detailed and professional written proposals and quotations where applicable in accordance with company standards and guidelines.
- ✓ Entertain clients when required and in accordance with budget guidelines.
- ✓ Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity, to appropriate company staff.
- ✓ Develop and maintain strong client relationships to enhance and increase sales potential.
- ✓ Professional sales approach is always followed.

Sales Administration

- ✓ Always follow AutoSure standard operating procedures.
- ✓ Ensure a New Dealer Registration process is followed, and all required docs submitted.
- ✓ Completing Vouchers requests on Non-Insurance Plans timeously following the correct procedure.
- ✓ Outstanding Debtors and premium split management. Ensuring complete understanding of premium split functionality.
- ✓ Ensure that your current customer portfolio is satisfied and that all premiums written are collected within the acceptable company standards and requirements.

Performance Reporting and Training

- ✓ Ensure all data input is accurate.
- ✓ Provide quality weekly and monthly reports to dealers & AutoSure Management.
- ✓ Assist dealers with analysis where necessary.
- ✓ Analyse and explain any variances to budget.
- ✓ Identify trends and new opportunities and provide feedback to dealer network.
- ✓ Provide quality reports to dealer network / provide solutions - value add.
- ✓ Comprehensive product knowledge and completion of all accreditation product tests by F&I's.

Operational Effectiveness

- ✓ Be punctual, responsible, and diligent in all tasks and duties attended to.
- ✓ Complete accurate and timely sales administration records.
- ✓ Submit to the National Sales Manager all relevant reports, paperwork, and update on all forward sales activity.
- ✓ Any additional responsibilities as required from time to time.
- ✓ Comply with company policy and procedures.

Qualifications

- ✓ Grade 12 / RE exams / FAIS qualifications
- ✓ Proven Dealership or Territory sales experience
- ✓ Relationship building skills
- ✓ FAIS Compliance (RE & OR FAIS Qualification)
- ✓ General Short-term insurance (VAPS) knowledge
- ✓ Sound working knowledge of dealership operations & procedures
- ✓ General motor industry knowledge (Advantageous)
- ✓ Demonstrate strategic thinking and business development

Knowledge and skills

- ✓ General PC skills
- ✓ Business awareness
- ✓ Presentation Skills
- ✓ Negotiation skills
- ✓ Communication skills
- ✓ Interpersonal skills
- ✓ Analytical Skills
- ✓ Selling skills
- ✓ Planning & Organizational skills
- ✓ Customer Service

