

Sales & Servicing Consultant – East London - Reference No: SSCEL0917

A position has become available at the SAMWUMED Office in East London. The organisation seeks a strong Sales and Servicing Consultant, to rapidly expand our footprint, to ensure the recruitment of new members, ensure servicing and retention of our current membership.

KEY PERFORMANCE AREAS WILL INCLUDE, but not be limited to:

- Ensure effective execution of the Scheme Sales and Servicing Strategy.
- To recruit and retain members on set targets
- To market the Scheme by liaising with relevant role players, scheduling and conducting inductions and presentations to recruit new members for the Scheme.
- To create and maintain a network of relevant contacts.
- To conduct ongoing member and stakeholder education presentations.
- To organise promotional events to enhance the Scheme brand regionally.
- To co-ordinate relationships with intermediaries.
- To perform general administration duties.

What you need to be considered for the position: -

- A Senior Certificate (NQF4).
- A Sales & Marketing Diploma or equivalent.
- 3 - 4 years' Medical Industry working experience would be advantageous.
- FAIS accreditation a definite advantage.
- A mature, ambitious, well-groomed and target-driven individual who is quality and customer service orientated, disciplined, committed, focused and willing to travel (reliable vehicle) and valid Code 8 (B) driver's license is essential.
- Goal driven with excellent organisation skills with a competitive personality
- Proficiency in English, Afrikaans & Xhosa will be an advantage
- Computer literacy essential.
- Excellent Presentation skills.
- Excellent verbal and communication skills
- Knowledge of the local government and related services environment would be advantageous.

PERFORMANCE COMPETENCIES:

- Selling and meeting targets
- Financial Awareness
- Analytical
- Judgment and Decision-making
- Initiative
- Planning and Organising
- Delivering Results and Meeting Customer Expectations
- Adapting and Coping Cluster
- Political Acumen
- Interpersonal sensitivity
- Communication (verbal and written)

A competitive, remuneration package is offered, including a basic salary, commission, housing allowance, company vehicle, performance-based 13th cheque, medical aid and pension.

How to Apply?

Forward a detailed CV and a letter motivating your application accompanied by certified copies of your qualifications, at least two contactable referees a copy of your ID and driver's license.

An application which does not contain **all** the requested information and/or does not meet the requirements will not be considered. Please quote our reference number on all applications. Send applications to: recruitment@samwumed.org

Closing Date: 26 September 2017 at 14h00

For information about the scheme, visit www.samwumed.org

The Scheme reserves the right not to make an appointment. Should you not hear from us within one month of the closing date, please regard your application as unsuccessful.