

# Business Sales Agent

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|----------------------|-----------------|
| <b>Remuneration:</b> | market-related  |
| <b>Location:</b>     | George          |
| <b>Job level:</b>    | Junior/Mid      |
| <b>Type:</b>         | Permanent       |
| <b>Reference:</b>    | #BH-243         |
| <b>Company:</b>      | Badger Holdings |

Are you a dynamic and motivated person with a deep passion to build a client base alongside an energetic team? Why not join dotsure.co.za, a leading insurer, a company with real purpose, and a company that is making a difference.

This is an excellent opportunity for a passionate, driven and determined individual who is based in George.

We are looking for individuals who would like to reimagine their future in a rapidly expanding company. This is a great chance for you to join a growing team with a strong culture of self-discipline, enthusiasm and where relationships are our top priority.

## Job summary

- Farm the current once-off CAR book to generate return business as per targets.
- Provide account management duties for the current internal lead book.
- Grow the internal lead book month-on-month as per targets.
- Conduct the relevant product needs analysis per client.
- Manage the number of calls, quotes and policy targets as put in place by management.
- Build and sustain good relationships with the various departments across Dotsure to generate and grow lead base month on month.
- Keeping your sales pipeline full through client relationship management for the once-off CAR book.
- Meeting targets as set by management.
- Continuous self-development.
- Keep your delegated report up to date and accurate.

## Remuneration

- A very competitive basic salary
- Commission per sale on top of basic salary
- Medical Aid and Retirement Annuity contributions
- Annual bonus linked to performance

## Skills:

- Fluent in Afrikaans and English.
- Matric certificate as a minimum.
- Task orientated, results focus and accountable.
- Minimum of one years' experience as a sales agent.
- Self-starter with a focus on prioritising and executing.
- Structured and organised, ability to work independently and alongside a team.

- Computer literacy, good knowledge of MS Office software package.
- Must be able to demonstrate a track record of sales success.

Posted on 22 Apr 09:31, Closing date 21 May

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