



## **CLIENT RELATIONSHIP CONSULTANT – ETHIQAL**

### **JOB PURPOSE**

Responsible for growth, retention and renewing clients' contracts via a service orientated attitude. To build strong and lasting relationships with all clients (existing and new policyholders), stakeholders and the Constantia regional teams. Support the management of events in the allocated regions

### **PRINCIPAL RESPONSIBILITIES**

- Communication & Reports – Preparation of weekly, monthly reports
- Manage and attend events identified as and when requested
- Responsible to grow area portfolio and retain business
- Responsible to assist clients in your respective area, especially with policy renewals
- Ensure leads are handled timeously by respective stakeholders
- Review and update internal tracker report on CRM system
- Meet and network with medical practitioners regularly with a view of attaining business
- Training of the Constantia regional teams, facilitate the assessment after training
- Assist with initial visits to the brokers and clients with the regional team
- Respond to queries from doctors and stakeholders
- Attend client meetings with stakeholders and regional teams where necessary
- Interact with partners on various projects in your respective area
- Assist with any marketing deliverable as and when required
- Adhere to compliance requirements

### **EXPERIENCE, KNOWLEDGE AND SKILLS**

- Professional Indemnity experience
- Insurance Industry knowledge
- RE5 qualification
- FAIS Compliant
- Excellent communication
- Strong relationship skills
- Continuing personal development

### **KEY PERFORMANCE AREAS**

- Responsible for growth, retention and renewing clients' contracts via a service orientated attitude

- Establish which events need to be attended and by whom
- Facilitate relevant requirements for each event
- Attend events to building brand and trust in the market
- Build and grow existing and new relationships with existing clients
- Communication and presentation of EthiQal indemnity products
- Conduct product training as and when required
- Ensuring that all stakeholders relationship is maintained

**Closing date: 23 December 2020**

## **Salary: market related**

If you are interested in applying for the position and have the necessary qualification, experience, knowledge and skills, please send your CV through via email to [jobs@constantigroup.co.za](mailto:jobs@constantigroup.co.za).