

Life and Funeral Insurance Guru

Who are CompareGuru?

Founded in 2016 CompareGuru is one of SA's leading digital insurance brokerages, fully independent of any one insurer or tech provider.

We are a people-centric company that uses technology to improve access to our products, service to the client and procedures in the business. We will always use technology to improve our business model but will never under-value the human touch.

We understand that customer loyalty and satisfaction is at the heart of making our business successful. We are grateful for having the opportunity to impact people's lives in a meaningful and positive way by providing them with impeccable service and knowledge when selecting, servicing and claiming from insurance providers. We always place ourselves in the customers' shoes and provide the service we'd expect in their situation.

Teamwork is the only way to make the dream work and no single person is bigger than the team. We always appreciate, support and respect our colleagues inside and outside of work to become the best versions of themselves.

Role Overview

The successful candidate will be afforded the opportunity to join our elite group of Commercial Insurance Guru's to sell Life and Funeral insurance products from several reputable insurers via our platform.

Support will be provided as follows:

- Compliance
- Software
- Administration

Responsibilities

- Contact leads telephonically to sell insurance products
- Ensure new business targets are met
- Ensure that all stakeholder (e.g. clients, insurers) communication is accurate, timeous, professional and relevant
- Build and maintain mutually beneficial relationships with internal and external stakeholders
- Ensure and contribute to achieving own and company required client satisfaction targets
- Adhere to company standard operating procedures and quality standards with regards to the following processes (but not limited to): General inquiries such as but not limited to: cover, products, processes, etc.

Requirements

- Self-motivated and driven
- Impeccable communication skills
- RE5
- FAIS compliant (credits and/or qualification)
- Computer literate
- Matric or equivalent
- Minimum 1 year proven track record in telesales
- Minimum 1 year proven track record in life and funeral insurance product sales
- PC or laptop
- Connectivity

Remuneration

- Healthcare insurance for primary member only
- Connectivity contribution of R500pm
- Attractive recurring commission structure