



Key Account Manager – Motor Channel

Bidvest Insurance is a non-Life insurer within the Financial Services division of the larger Bidvest Group and operates alongside other great companies such as Bidvest Bank, Bidvest Life, Compendium Insurance Brokers and others.

Bidvest Insurance was founded in 1997 and provides niche value added products to customers through its Direct Channel which operates via call centres, as well as its Affinity Channel that partners with distribution networks. Our products are designed to protect consumers and deliver exceptional service levels when our customers need us most, so that we can deliver on our purpose 'To protect everyday South Africans, against foreseeable events and their financial losses, so that we can all contribute to a better South Africa'.

We have successfully expanded and evolved through our dedicated commitment to our values, customers, partners, and staff. Interested individuals looking to join Bidvest Insurance can expect to join a young and energetic team that challenge convention and who are intent on building long term relationships with all stakeholders.

Being a part of Bidvest, one of South Africa's leading services, trading and distribution groups, your career aspirations with us are only limited by your own imagination.

Position Overview

The Key Account Manager is responsible for calling on a selection of motor dealers to promote the sale of Bidvest Insurance products. The ability to interact at all levels of staff within a motor dealership, together with proven selling skills is a prerequisite so that growth can be achieved within each dealer. The need to interrogate monthly reports, identify poor performers and develop corrective action plans, which include training and coaching, is a monthly requirement.

The incumbent should have account management experience or experience of how a motor dealer sales operations work. The Key Account Manager will also need to provide support and resolution of queries in their areas of responsibility, as well as build and manage excellent client relationships, offering professional service on time, every time.

What You'll Need



Energy

We operate with passion and excitement & thrive off a **'can do!- let's go!'** attitude. We believe in embracing new challenges and celebrating our wins!



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!**



Sales Guru

We've already done selling ice cream to Eskimos...but if you believe **knowledge is power** and you have a proven track record in high energy sales, then you'll fit right in.



Attention to Detail

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

Our Values

At Bidvest Insurance, we are all part of a BE'VOLUTION where we live our values each and every day for the benefit of our colleagues, customers, partners, stakeholders and our environment.



Our curiosity drives us to constantly improve our business



Anyone can do ordinary, we do extraordinary



Treat everyone with respect, in & outside our company



We always do the right thing, even when no one is looking



We're enthusiastic in everything we do - our energy is infectious



We're committed to understanding our customers, partners and colleagues

Key Responsibilities and Duties

Business Development:

- ▶ Grow sales of Bidvest Insurance products and achieve set sales targets for area of responsibility.
- ▶ Interrogate performance reports for dealers to identify areas of opportunity and develop corrective action plans.
- ▶ Conduct monthly sales performance reviews with key role players & management at each dealer.
- ▶ Identify training needs within dealers and conduct coaching & training sessions where required.
- ▶ Develop aligned strategies for respective franchises /dealers.

Industry Knowledge:

- ▶ Understanding of the dealer environment which deals with motor dealer value added products.
- ▶ Training will be provided so that the incumbent understands the Bidvest Insurance products and value chains so that selling and problem solving can be achieved.

Customer Service:

- ▶ Work effectively with the internal departments and the dealer network to ensure all queries / service issues / disputes are attended to and responded to asap.

Management of Customer Relationships:

- ▶ Identify key decision makers and build positive relationships with each dealer.
- ▶ Keep dealers informed about Bidvest Insurance / market trends / performance.
- ▶ Collect competitor information and observe competitor activity to provide feedback.
- ▶ Co-ordinate events to promote the partnership and build the Bidvest Insurance brand.

Qualification

- ▶ Grade 12, RE/FAIS qualifications
- ▶ Key Account Management or Territory sales experience
- ▶ General Short-term insurance knowledge
- ▶ General motor industry knowledge

Knowledge and Skills

- ▶ Business awareness
- ▶ Analytical thinking
- ▶ Self-starter
- ▶ Pro-active thinking
- ▶ Planning & organizational skills
- ▶ Effective communicator
- ▶ Interpersonal skills
- ▶ Microsoft office

Submissions:

Preference will be given to PDI candidates in line with our EE

Interested candidates to please submit their CV to: jobs@bidvestinsurance.co.za

Should you not hear from us within 2 weeks from date of application, please consider yourself unsuccessful.

Bidvest Insurance is an authorised Financial Services Provider

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