



Business Opportunity!

With the rapidly increasing demand for Life and Health Insurance we are expanding our team of Insurance Advisors.

Become a part of Fiji's Leading Life and Health Insurance Brand!

BSP Life Insurance Advisors

Applications are invited from highly motivated, and results driven individuals interested in a commission - based contract at one of BSP Life's Sales Units in Suva City, Samabula, Nausori, Nadi, Lautoka and Labasa.

Overview of the role:

- Develop a sustainable customer base with regular customer reviews and relationship building.
- Meet sales targets through regular customer engagement and effective sales pipeline management.
- Work with customers to provide sound financial advice on Life and Health Insurance.
- Accurately and proactively identify and capture sales opportunities with new and existing customers.
- Clearly communicate and deliver presentations across all levels of business.

To be considered, you must meet the following criteria:

- Minimum of 5 years of sales and/or financial experience, preferably from the Corporate and Business sector
- Strong interpersonal, relationship building, communication and presentation skills
- Focus on quality selling and addressing customers' needs first
- Charismatic, influential with good analytical skills, team player
- Computer literate - MS Office suite and technologically savvy
- Able to work autonomously and deliver effectively on time
- Financially stable with a strong network base

BSP Life Insurance Advisors qualify for various awards and benefits and are rewarded for their performance.

Upon selection, you will be required to attend a 2-week training from Monday August 19th – Friday August 30th

Kindly call the **People and Culture** team via telephone number **331 7000** if you have any questions.

Applications close at **4pm on Monday 29th July 2024**

