



## **Job Title:** Protection Consultant - Direct Sales

### **Job Description:**

- Identify & approach prospects using referrals from local community, personal contacts, established professional network, and leads or prospects provided by AXA
- Achieve targets through set KPIs and objectives
- Determine clients' particular protection needs and financial situation by scheduling face to face appointments
- Provide positive impact to clients by determining their evolving financial & protection needs during their lifetime, these include insurance, savings, and retirement plans
- Identify potential cross-selling opportunities of new products
- Ensure consistent multi-equipment protection solutions consisting of Life, Health, and General insurance products to clients
- Maintain full compliance of department to AXA standards and reactivity/contribution to all compliance processes
- Advance product knowledge through regular training and on the job learning.
- Maintain knowledge on all competitor products and services and analyze all advantages and disadvantages for various products
- Document and maintain all records of sales activities and provide updates as required.
- Ensure renewals are being met in time and that their reports are being delivered to the management
- Abide to all underwriting requirements and maintain records
- Participate in all departmental meetings and support newcomers.

### **Qualifications:**

- Bachelor's degree in a relevant field.
- 0-2 years of experience
- Insurance Knowledge is preferable.
- Fluency in English.
- Excellent computer skills.
- High organizational and planning skills.
- Result driven.
- Ability to handle angry customers.
- Strong interpersonal and communication skills: excellent written and verbal communication skills.
- Strong desire to help clients grow and protect their financial future.
- Meeting sales goals.
- Customer focus.
- Ability to deal with problems involving several concrete variables in standardized situations.
- Detail-oriented