

<https://www.saintbury.co.za/careers/sales-agent-johannesburg/>

## Sales Agent – Johannesburg

### Description

**Position Title:** Funeral Insurance Sales Agent

**Department:** Sales

**Location:** Remote / Gauteng Region]

**Employment Type:** Commission-Based

**Reports To:** Sales Manager

### Purpose of the Role

To actively sell funeral insurance policies to individuals and families, ensuring clients are educated about Saintbury's offerings and supported with empathy and professionalism. The role is target-driven and focused on growing the company's customer base while maintaining high levels of customer satisfaction

### Responsibilities and Skills

#### Key Responsibilities

- Promote and sell funeral insurance policies to new and existing clients.
- Conduct face-to-face, telephonic, and digital consultations with potential clients.
- Generate leads and follow up on referrals and inbound inquiries.
- Conduct needs analysis to understand client requirements and recommend suitable plans.
- Complete and submit application forms, ensuring accuracy and compliance with regulatory requirements.
- Maintain up-to-date knowledge of company products, benefits, and industry trends.
- Meet or exceed monthly and quarterly sales targets.
- Deliver exceptional customer service before and after policy activation.
- Attend training sessions, product briefings, and team meetings.

### Qualifications and Experience

- Grade 12 (Matric) – **Essential**
- RE5 Certificate – **Advantageous**

- FAIS-compliant or willingness to become compliant – **Preferred**
- Proven sales experience, ideally in insurance, financial services, or funeral products – **Preferred**
- Fluent in English and at least one local language – **Advantageous**

**Hiring organization**  
Saintbury

**Date posted**  
June 29, 2025

## Skills and Competencies

- Strong interpersonal and communication skills
- Confident, persuasive, and target-driven
- Ability to handle objections professionally
- Empathetic approach, especially with bereaved clients
- Self-motivated and disciplined
- Computer literacy (Email, CRM systems, WhatsApp communication)

## Remuneration

- **Commission-Based** (with optional basic stipend depending on performance/region)
- Incentives for top performers
- Travel allowance (if applicable)

## Working Hours

- Monday to Friday: 08:00 – 17:00
- Occasional weekend work during activations, community events, or campaigns

## Why Join Saintbury?

- Be part of a purpose-driven brand committed to supporting families in difficult times.
- Uncapped earning potential.
- Training and development provided.
- Supportive and dynamic team environment.