VERSO®
GROUP OF COMPANIES

Your Financial Planning Partner for Corporate and Individual Clients

WE’RE HIRING

If you are looking for a career opportunity, in a Group of Companies, which always acts with integrity, are passionate about client service excellence, and are professional and caring in its dealings with all its stakeholders, then Verso should be your first choice.

The Verso Group of Companies, established in 2000, has a national footprint and is comprised of private companies functioning within the financial services sector. The Verso Group, which has experienced exceptional growth since inception, is an established and trusted brand in the industry. The Group includes the following entities and is expanding rapidly:

COMPANY	SERVICES
Verso Benefit Administrator (Pty) Ltd	Retirement fund administration, employee benefits consulting and group risk products.
Verso Health (Pty) Ltd	Brokers of medical aid, gap cover, employee wellness and health insurance products.
Verso Wealth (Pty) Ltd	Holistic wealth planning inclusive of financial management; retirement planning; personal risk management; estate planning; investment planning; risk cover – disability, death & dread disease.
Verso Trustee & Fiduciary Services (Pty) Ltd	S37C death benefit investigations, retirement fund secretariat, legal and technical services to retirement funds, pension funds adjudicator complaints management, communication services for retirement funds and fiduciary services.

PRINCIPAL CONSULTANT – GEORGE OFFICE

POSITION AVAILABLE WITHIN VERSO BENEFIT ADMINISTRATOR (PTY) LTD
PRINCIPAL CONSULTANT – GEORGE OFFICE

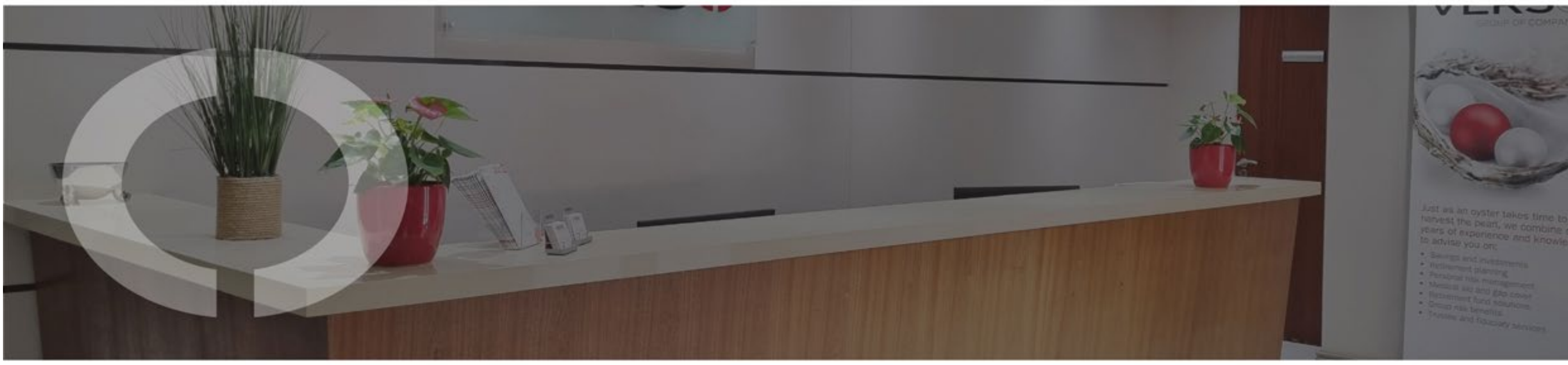
GENERAL JOB INFO:
The incumbent will report to the Verso Employee Benefit Consulting MD. The incumbent will consult to our corporate clients on their employee benefits (retirement and risk benefits) requirements. The benefits consultant provides day to day advisory/consulting, brokerage and administrative services to the employer while also dealing directly with the employees on query resolution, employee communication, claims and other administrative related tasks.

The ideal candidate would be a motivated, hard-working self-starter with excellent management, business development and strategic planning skills and have the required expertise and relevant experience in retirement fund consulting.

QUALIFICATIONS AND EXPERIENCE:
Academic qualifications:
- Relevant business-related degree and / or other industry applicable qualification i.e., BCom degree or at least a NQF 6 equivalent.
- Further studies will be an advantage.

Experience:
- At least 6 years relevant employee benefits consulting experience, having recently provided consulting services to retirement funds.
- At least 5 years management experience.
- A proven record of successful client servicing to employers / retirement funds, and proven new business generation would be an advantage.

Other:
- FAIS accredited, with excellent technical knowledge of the industry (RE5). The position may also carry Key Individual responsibilities. (RE1), and the successful candidate must have proven and current experience in the following business classes:
    - Short-Term Insurance Commercial Lines, Long-Term Insurance, Pension Funds Benefits, and the various applicable Investment categories.
- Applicable and proven legislative/industry knowledge required.
- MS Office: Word, Excel & Outlook proficient.
- Contactable references.



JOB TYPE:

- Permanent; full time; on site.
- The incumbent will report at our **George** office.
- Office hours: 7.5 hours per day. Monday to Friday, between the hours of 08h00 – 17h00, core hours are between 09h00 – 16h00.

REMUNERATION & BENEFITS OFFERED:

Negotiable - based on qualification & years of experience.
Compulsory membership of:

- Employer's Provident Fund,
- Employer's risk benefit schemes, and
- Discovery Health medical scheme (unless a member of spouse's medical aid).

SKILLS REQUIRED:

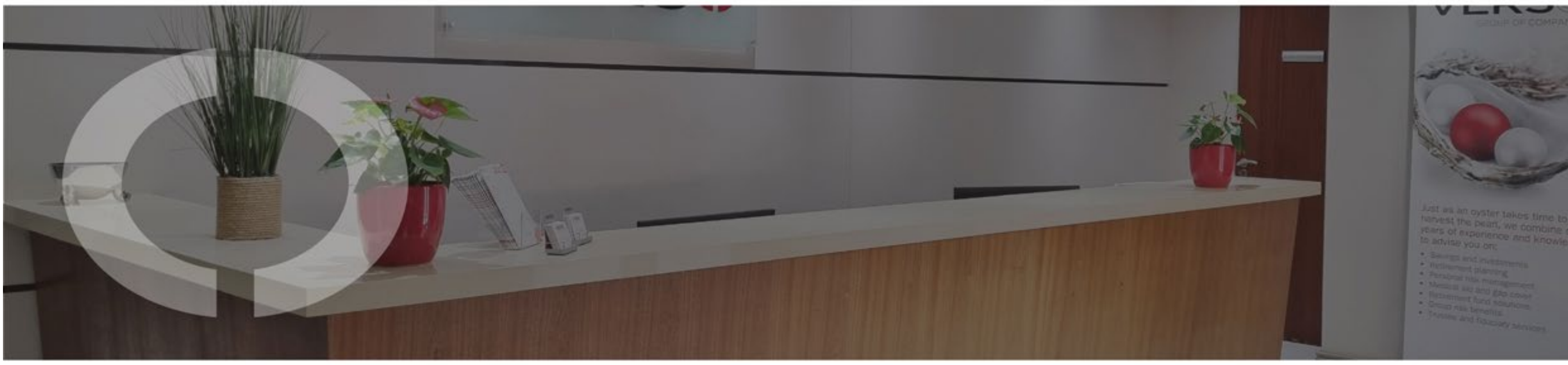
We are looking for an exceptional individual who can demonstrate the strength of character and self-motivation to succeed in a high-profile executive role. Ideally you will have –

- previous experience in a similar position of employee benefits / retirement fund consulting with a thorough knowledge of legislation applicable to the retirement fund industry.
- excellent interpersonal, marketing, presentation, and management skills.
- strong organizational skills, attention to detail and goal–orientated with an eager competitiveness for success.
- a passion for service delivery and client management.
- excellent verbal and written communication skills in both English and Afrikaans (more languages an advantage).
- a good understanding of the dynamics and value of a team.
- the ability to thrive under pressure.

KEY DUTIES & RESPONSIBILITIES:

The key duties and responsibilities include –

- Be able to manage a portfolio of clients.
- Maintain existing business and acquire new business through cross selling, business -partnerships and individual initiatives, to grow business.
- Maintain strong working relationship with different business channels and external consultants by offering excellent customer service relating to employee benefits products.
- Collecting market intelligence and prepare reports to management for formulating marketing strategy.
- Analyzing, developing, implementing, and communicating client EB solutions.



- Arranging and attendance of Trustee / Manco meetings, as well as the provision of secretarial services. Prepare and distribute agenda packs for meetings. Take minutes of meetings.
- Ensure the quality of information flows to our clients.
- Deliver compelling business solutions to support clients in achieving their goals.
- Establish a relationship with key decision makers, the participating employer & trustees.
- Set an annual year plan per Fund and arranging Trustee/Manco meetings and other Fund activities.
- Provision of appropriate advice, excellent client service and project management of Fund critical events to ensure the smooth running of the Fund.
- Manage service providers.
- Prepare and conduct member presentations.
- Conduct risk re-brokes.

TO APPLY:
Those that meet the above-mentioned requirements, please submit your application a detailed CV for the attention of Ms. K Smit to e-mail careers10@verso.co.za by no later than 30 September 2024.

In submitting your information to Verso, you hereby allow us to collect your personal information and process it for the purpose of recruiting for this position.

You may also visit us online at:

- Website: https://verso.co.za/

** Please note that the Verso Group may add, delete or expire jobs at any time.*