

**Position:** F & I Consultant  
**Business Unit:** Barons  
**Location:** Durban  
**Reporting to:** F & I Manager



## Overview: Job purpose and deliverables

**Purpose of the role:** The core purpose of this position is to advise client on finance and insurance matters in the motor retail environment, which requires various levels of knowledge, skills and talents in financial advisory services, sales, administration, risk management and customer management and managing safety and security product sales.

### Key deliverables and outputs:

- Market and sell the optimum range of value-added products
- Facilitate the arranging of finance for all dealership customers.
- Manage and promote the F&I process within the dealership
- Building relationships with the sales department to achieve all objectives
- Deliver at all times exceptional customer service to add value to the sales process

# Overview: Essential individual competencies to be successful in the job

## Academic qualifications:

- Matric Certificate
- Unendorsed driver's license
- Appropriate NQF 4 qualification with minimum 60 FAIS credits or equivalent (if employed as F&I before Dec 2008)

## Work experience:

- 5 Years' experience in the F&I field
- Motor Retail industry experience

## Knowledge and Skills:

- FAIS and FICA Compliancy
- General financial knowledge, APU, APL
- Understand, interpret performance reports
- Relevant legislation knowledge
- Knowledge of products and services related to the dealership
- Technical knowledge of all business processes and tasks related to the dealership (functional Bank mandate expertise)

## Behavioural Attributes:

- Good communication
- Ability to negotiate on all levels
- Time Management
- Analytical skills
- Computer & business systems skills
- Financial advisory service
- Authoritative and assertive communication style

### Level of Decision-Making

Decision making takes operational trends and business plan into account and generates multiple possibilities that involve trade-offs and juggling of multiple variables (budget, people, technology).

### Level of Problem Solving

Problem solving requires specialist and/or highly technical ideas/concepts.

**APPLICATIONS MUST BE FORWARDED TO: ON, OR BEFORE: 5<sup>th</sup> April 2025**

Email: [Recruitment@nmi.co.za](mailto:Recruitment@nmi.co.za)

**Please use reference number: F&I Consultant Barons Durban**

Any internal employee who considers this opportunity must inform his/her manager prior to applying/attending an interview.

Should you not receive a response in 10 days, please consider your application as unsuccessful as Selection will be done in terms of the company's Employment Equity Policy