

Position: F&I Consultant
Business Unit: Audi
Location: Century City
Reporting to: Dealer Principal



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

Behavioural Attributes:

- Assertiveness, Honesty and integrity
- Good interpersonal relationships
- Ability to work under pressure
- Enthusiastic, positive and proactive approach
- Concern for value-add service
- Reliability and assertive communications

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)
- Knowledge of bank mandate agreement
- Value Creation philosophy, techniques
- Trends in the insurance and motor industry
- NMI Motor Retail policies & procedures
- Concern for legal compliance and maintain integrity of system;
- Understanding of financial benchmarks and targets and ability to advise managers to achieve these targets

Work Experience:

- 5 Years' experience in the F&I field

Academic Qualifications:

- Matric
- Appropriate NQF 4 qualification with minimum 60 FAIS credits or equivalent (if employed as F&I before Dec 2008);
- Retail Insurance Qualification and/or Generic qualification per Board Notice 105 of FSP (New F&I Business after Dec 2009)
- NCA accreditation;
- Unendorsed driver's license

| Level of Decision-Making | Level of Problem Solving |
|---|---|
| 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). | Problem solving requires specialist and/or highly technical ideas/concepts. |

APPLICATIONS MUST BE FORWARDED TO: ON, OR BEFORE: 30 June 2025

Email: Recruitment@nmi.co.za

Please use reference: F&I Consultant - Audi Centre Century City

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