Position: F&I Consultant
Business Unit: NMI Claremont
Location: Cape Town
Reporting to: Dealer Principal

Overview: Job purpose and deliverables

NMI is looking for a dynamic **F&I Consultant** to drive finance and insurance sales while ensuring compliance and delivering exceptional customer service. If you're target-driven, detail-oriented, and passionate about closing deals, this role is for you.

Purpose of the role: The core purpose of this position is to advise clients 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, 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 arrangement 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
- Retail Insurance Qualification and/or Generic qualification per Board Notice 105 of FSP (New F&I Business after Dec 2009)
- NCA accreditation

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

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
- 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



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: 04 November 2026
Email: Recruitment@nmi.co.za
Please Use Reference: F&I Consultant – NMI Claremont Cape Town
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