Designation:	Broker Consultant | Klerksdorp, North West | Permanent
Category:	Sales
Job Level:	Semi-skilled and discretionary decision making
Posted by:	PSG Financial Services
Posted on:	18 Sep 2026
Reference Number:	POS42726
Closing date:	30-Sept-2026
Position Type:	Permanent
Location:	Western Centurion Hall Street

Overview:

VACANCY | BROKER CONSULTANT | KLERKSDORP, NORTH WEST | PERMANENT

PSGs commitment to transform and embrace diversity is what drives us to achieve a diverse workplace with employment equity as a key goal to create an inclusive workforce. In achieving our employment equity goals, we give preference to applicants from designated groups, and we encourage people with disability to apply.

Job description:

The Broker Consultant is responsible for developing, managing, and growing relationships with allocated brokers to achieve profitable premium growth, increased market penetration, and strong retention outcomes. The role requires proactive business development, broker engagement, portfolio management, product training, and effective execution of the company's distribution strategy while adhering to internal governance, compliance standards, and service level commitments.

Responsibilities:

- Build and maintain strong relationships with allocated brokers, acting as their primary point of contact.
- Conduct regular broker visits and engagement activities in line with agreed contact strategies.
- Identify broker needs and opportunities to strengthen partnerships and improve service delivery.
- Drive profitable premium growth by securing new business and expanding existing broker portfolios.
- Develop and implement broker-specific growth plans aligned to business objectives.
- Promote the company's products, solutions, and value proposition to increase product penetration.
- Monitor portfolio performance, including production, retention, growth, and profitability, and implement corrective actions where necessary.
- Support renewal retention initiatives and ensure business aligns with underwriting appetite and target markets.
- Provide broker training on products, systems, policy wordings, underwriting appetite, and competitive advantages.
- Offer technical product support and keep brokers informed of product, process, and market developments.
- Ensure compliance with FAIS, TCF, POPIA, governance requirements, and maintain accurate records and reporting.
- Collaborate with underwriting, claims, operations, and distribution teams, sharing market intelligence and supporting strategic business initiatives.

Minimum requirements:

- Grade 12 (Matric) / NQF4 in Short-term Insurance or equivalent
- Valid South African driver's licence.
- Own reliable and roadworthy vehicle.
- Minimum 3 to 5 years' experience as a Broker Consultant within the short-term insurance industry.
- Minimum 3 to 5 years' experience in short-term insurance underwriting, specifically in commercial lines and agricultural insurance, within an insurer, UMA, or intermediary environment.

Advantageous:

- RE5

Competencies:

- Strong knowledge of short-term insurance products, underwriting principles, and broker distribution channels.
- Proven business development and sales capability.
- Ability to analyse portfolios and identify growth opportunities.
- Sound understanding of FAIS, TCF, and POPIA requirements.
- Strong relationship-building and stakeholder management skills.
- Excellent communication, presentation, and negotiation skills.

- Strong commercial acumen with analytical problem-solving ability.
- Effective planning, time management, and ability to perform in a target-driven environment.

How to apply:

Candidates interested must apply on the PSG Careers website https://www.psg.co.za OR browse vacancies https://bit.ly/3bD2iAk by no later than 30 September 2026. By submitting your application, you are giving PSG Financial Services implicit consent to the storage and processing of your personal information. If you are not contacted within 2 weeks of your application, please accept that your application was unsuccessful.