

JUSTICE MNGOMEZULU

SALES/INSURANCE ADVISOR

CONTACT



071 988 3784



kidjustinmartin@gmail.com



137 RED SEA STREET, CHIEF LUTHULI,
BENONI, 1501

SKILLS

Cold Calling

Client Retentions

Client Care/ Admin

Inbound & Outbound Sales

EDUCATION & QUALIFICATIONS

William Hills Secondary

2008-2012

Matric

150 CREDITS (FULL CREDITS)

RE5

REFERENCES

OUTSURANCE: (Manager)

Sherwyn Eckersley: 079 755 3815

PROFILE

With seven years of diverse experience in the insurance industry, I've built a strong foundation across various roles.

I am now ready for the next step in my career to further develop and challenge myself professionally. Unfortunately, with my current company facing downsizing, growth opportunities are limited. I'm actively seeking a new role that aligns with my ambition to grow and contribute meaningfully within a dynamic environment.

WORK EXPERIENCE

Inbound Sales Advisor

Motion Insurance Brokers

2017-2021

In my role as a Dealership Lead Converter at Motion Insurance Brokers, I specialized in assisting dealership clients with tailored vehicle insurance solutions. My primary responsibility involved engaging with clients referred from dealerships, understanding their specific needs, and presenting various insurance options to best suit their requirements. I focused on creating a seamless experience by effectively communicating the benefits and coverage details of each option, aiming to ensure clients felt confident in their choice of insurance. Through this consultative approach, I consistently converted leads into satisfied, well-informed policyholders, contributing to the company's growth and reputation for exceptional service.

Outbound Sales, Client Care and Retentions Advisor

OUTsurance

2021-

My journey includes positions as an Insurance Sales Advisor, Client Retentions Advisor, Cold Calling Outbound Advisor, Inbound Sales Advisor, Client Care/Admin Advisor, and Upselling Advisor.

Each role has honed my skills in client engagement, effective communication, and maximizing sales opportunities while consistently delivering exceptional service.

NOTICE OF PERSONAL PARTICULARS

1. Any changes to the personal particulars in your ID Book must be communicated to all relevant parties.

NOTICE OF CHANGE OF ADDRESS

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2. Hand in at or post to the nearest regional/district office of the DEPARTMENT OF HOME AFFAIRS

I.D. No. 941029 5665 089



S A CITIZEN

SURNAME

MNGOMEZULU

FORENAMES

SBUSISO JUSTICE

COUNTRY OF BIRTH

SOUTH AFRICA

DATE OF BIRTH

1994-10-29



DATE ISSUED

2012-02-08

ISSUED BY AUTHORITY OF
THE DIRECTOR-GENERAL
HOME AFFAIRS

I HEREBY CERTIFY THAT THIS IS A TRUE REPRODUCTION (COPY) OF THE ORIGINAL DOCUMENT WHICH WAS HANDLED TO ME FOR AUTHENTICATION. I FURTHER CERTIFY THAT FROM MY OBSERVATIONS AN AMENDMENT OR A CHANGE HAS NOT TAKEN PLACE TO THE ORIGINAL DOCUMENT.

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COMMUNITY SERVICES CENTRE

2024-01-04

LYTTTELTON

SOUTH AFRICAN POLICE SERVICE

Regulatory Examination Certificate

369287

THIS SERVES TO CERTIFY THAT

Sbusiso Justice

Mngomezulu

9410295665089

has successfully completed the
RE5 Regulatory Examination: Representatives in all Categories of FSPs

examination at
Benoni Rynfield Afrikaans Reformed Church

on
26/07/2021



STATEMENT OF RESULTS

Learner : Sbusiso Justice Mngomezulu

ID Number : 9410295665089

Title of Qualification : FETC: Short Term Insurance

Qualification Code : 49929

NQF Level : Level 04

Date Issued : 10 October 2024

Unit standards Achieved

UNIT CODE	UNIT STANDARD TITLE	NQF LEVEL	CREDITS
113903	Demonstrate skills and techniques required to build a relationship with a client in a financial services environment	Level 04	3
114970	Manage risk in own life	Level 03	3
117129	Apply the regulations for disclosure that are required as part of the financial sales process	Level 04	2
120011	Apply knowledge of personal all risks insurance	Level 04	2
120015	Demonstrate knowledge and understanding of house owners insurance	Level 04	3
120016	Apply knowledge insurance of household contents	Level 04	4
120118	Underwrite a standard risk in short term personal insurance	Level 04	6
120132	Apply knowledge of personal liability insurance	Level 04	3

UNIT CODE	UNIT STANDARD TITLE	NQF LEVEL	CREDITS
12164	Demonstrate knowledge and insight of the Financial Advisory and Intermediary Services Act (FAIS) (Act 37 of 2002)	Level 04	2
9303	Communicate verbally with clients in a financial environment	Level 03	3
113911	Use an electronic system as a tool in a financial services context	Level 03	2
114943	Describe how to manage workplace relationships	Level 03	2
114985	Indicate how different needs lead to the development of different Financial Service products	Level 03	4
117117	Describe standard insurance cover in terms of SASRIA	Level 04	4
117127	Describe and apply the basic principles of personal income tax	Level 04	3
117133	Manage own work performance in relation to an organisation's performance management system	Level 03	2
117156	Interpret basic financial statements	Level 04	4
117158	Investigate ways of managing financial risk in own lives	Level 04	5
119265	Manage risk in own work environment	Level 04	2
119676	Apply the skills of customer care in a specific work environment	Level 04	4
120005	Demonstrate knowledge and understanding of personal motor insurance	Level 04	4
120019	Analyse new developments reported in the media that could impact on Short Term insurance	Level 04	10
120121	Apply technical knowledge and understanding of the cover provided under a Short Term Multi-Peril Insurance policy	Level 04	5
120124	Demonstrate knowledge of insurable risk	Level 04	3
120127	Demonstrate knowledge and understanding of issues of compliance or non-activity that could result in civil or criminal liability in terms of business law	Level 04	2

UNIT CODE	UNIT STANDARD TITLE	NQF LEVEL	CREDITS
120128	Apply the law of contract to insurance	Level 04	3
13940	Demonstrate knowledge and application of ethical conduct in a business environment	Level 04	4
7468	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	Level 04	6
8968	Accommodate audience and context needs in oral communication	Level 03	5
8969	Interpret and use information from texts	Level 03	5
8970	Write texts for a range of communicative contexts	Level 03	5
8973	Use language and communication in occupational learning programmes	Level 03	5
8974	Engage in sustained oral communication and evaluate spoken texts	Level 04	5
8975	Read analyse and respond to a variety of texts	Level 04	5
8976	Write for a wide range of contexts	Level 04	5
8979	Use language and communication in occupational learning programmes	Level 04	5
9015	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems	Level 04	6
9016	Represent analyse and calculate shape and motion in 2-and 3-dimensional space in different contexts	Level 04	4
		Total Credits:	150



ETQA Manager