



<https://21stcfs.co.za/job/sales-agent/>

Field Sales Agent

Description

Become a Sales Agent in the funeral insurance industry and make a genuine difference in people's lives. At 21st Century Funeral Services, our work goes beyond sales—we help individuals and families find peace of mind by guiding them through important decisions with care, understanding, and respect.

Life is unpredictable, but your career doesn't have to be. This is an opportunity to build a stable, fulfilling career while supporting clients during some of life's most sensitive moments.

Why Join Us?

At 21st Century Funeral Services, you'll take a leading role in driving sales performance and contributing to the overall success of the team. You'll be empowered to apply your enthusiasm, leadership skills, and sales expertise to meet targets, motivate others, and help elevate our sales efforts in a fast-paced, professional, and positive environment.

Responsibilities

- Achieving sales targets and goals set by the company.
- Engage with prospective and existing clients to understand their needs and recommend suitable funeral insurance solutions.
- Educate clients clearly and sensitively about policy options, benefits, and terms.
- Build and maintain strong, long-term client relationships based on trust and reliability.
- Meet and exceed individual and team sales targets.
- Maintain accurate client records and ensure compliance with industry regulations.
- Contribute to team motivation and performance through collaboration and positive leadership.

Qualifications

- Previous sales experience (insurance or financial services experience is an advantage).
- Strong communication and interpersonal skills with a compassionate approach.
- Goal-oriented, self-motivated, and results-driven mindset.
- Ability to work effectively in a fast-paced environment.
- Professional demeanor with high ethical standards.
- Leadership skills or the potential to motivate and influence others.
- Computer Literacy.

Job Benefits

Hiring organization

21st Century Funeral Services

Employment Type

Full-time

Industry

Funeral Insurance

Working Hours

Monday – Friday: 08h00 – 16h30

Saturday: 08h00 – 13h00

Date posted

January 21, 2025

What We Offer

- **Commission-based earnings with attractive weekly incentives**
- Ongoing support, coaching, and development
- A positive, encouraging workplace culture
- A career that offers both purpose and financial growth

If you're looking for a role where you can earn well while making a real difference, we invite you to apply and grow with 21st Century Funeral Services.