

Zamajama Piano

Financial Advisor

zamajamapp@gmail.com

+ 27 81 079 7071

Umlazi, Durban, 4066

Results-driven customer service professional with 2 years of experience in the call centre industry, including 1 year in the banking sector. Proven track record of generating leads and pitching products to customers. With a background in sales and marketing, I'm eager to kick-start my career as a financial advisor, Holding RE5 certification and Long Term Insurance COB, I'm well-equipped to drive business growth and deliver exceptional customer experiences.

Work Experience

Referral Agent

Apr 2024 - May 2025

Rawson Auctions | Durban

Introducing and recommending the company to property sellers, buyers and investors. Maintaining and servicing clients.

- Checking various platforms for clients who are selling their properties.
- Calling clients and introducing them to the company.
- Pitching company benefits and signing up.
- Doing showrooms to attract clients.
- Social media marketing.

Financial advisor (Sales Agent)

Aug 2020 - Aug 2021

Nedbank | Umhlanga

Handling clients enquiries and identifying their financial needs by checking their profiles. pitching and recommending products to new and existing customers.

- Authenticating Clients
- Emailing requested statements and documents to clients.
- Blocking cards.
- Ordering Cards via Banking Platform system and other systems.
- Recording and retrieving Client's information via CRM tool.
- Ensuring clients get first call resolution.
- Checking if clients qualify for products and pitching.
- Generating leads for sales department.

Core Skills

Competencies: Accountability, Action Oriented, Collaborative, Communication, Decision making, Networking

Customer focused, Direct Selling, Consultative selling, customer service, Strategic selling, Data Management, Able to identify selling opportunities, Customer feedback management, Sales focused, Result driven

Education

Stadio

Jan 2023 - Jan 2024

Higher Certificate Education

Dokkies

Jan 2015 - Nov 2015

Grade 12

Certificates

RE5 <i>Moonstone</i>	Oct 2025
COB Long-Term Insurance <i>Growth In Motion</i>	Nov 2025
Digital Marketing <i>Google Garage</i>	Nov 2019