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# Example of Allstate Benefits Job Description

Our company is searching for experienced candidates for the position of allstate benefits. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for allstate benefits

* Accountable for execution of national marketing initiatives as they relate to his/her assigned products
* Responsible for working with and taking direction from the Regional Financial Sales Leader (“RFSL”) or other regional field sales leadership as assigned by the region
* Identifies and develops top producers, with the guidance of the RFSL or other regional field sales leadership appointed by the region
* Assists in the development of producer business plans at the agency level, trains producers, participates in prospecting activities, and conducts point of sale work
* Oversees benefit specialist organizations to maintain appropriate levels of service and reduce opportunity for channel conflict
* Maintains appropriate reports and tracking mechanisms to identify “pipeline” opportunities for AB Regional Benefits Leader
* Helps producers identify ways to attract and retain new and existing customers
* Develops new business opportunities and sales growth by initiating and maintaining strong producer relationships
* Conducts product and sales training through individual and group training sessions, seminars, workshops and meetings
* Identifies customer needs and available resources to support planned sales activity

## Qualifications for allstate benefits

* Prior work experience in the insurance industry preferred
* Claims examination experience highly preferred
* Bachelor's degree in business or a related field strongly preferred
* Minimum intermediate SAP knowledge and experience
* Must have excellent customer service, verbal/written communication, and strong analytical and organizational skills
* Proven organizational skills with the ability to work independently and with minimal supervision while managing multiple projects in a time sensitive environment