

Benefits Consultant

Location: Orange County, CA

Type: Full Time

Minimum Experience: High School

This is a lucrative sales and marketing position within a rapidly growing Fortune 200 company that involves business to business sales, account management, and account development. Our professional Aflac representatives act as trusted advisors with key decision makers to understand their critical employee benefits issues and objectives, while developing and implementing an effective strategy that quantifies the value delivered by Aflac's solutions, provides tax savings to the employer, and provides employees with a solution to rising out-of-pocket health care costs.

Aflac provides effective and thorough on-the-job training, which has been named The Best Training in the Industry by Training magazine. The training period generally lasts between 9-13 weeks or until you feel you have acquired enough confidence and knowledge to complete the duties individually. Aflac University provides ongoing classroom and online courses for individuals who are eager to grow and develop professionally.

We employ a management development model that enables our representatives to earn promotions based on his/her productivity-NOT seniority. Each of our representatives are in full control of how quickly they move up within our company.

Here's How We Support Our Associates:

- Brand awareness/national advertising campaign
- Aflac stock bonus program where associates share in the profit and growth of our company
- Professional orientation, training, and certifications
- Professional marketing materials
- The latest in sales automation technology- on your computer, tablet, and mobile phone
- One of the most competitive and satisfying compensation packages in the industry
- Contests and all-inclusive trips

Qualifications:

- Be professional
- Have a developed customer service and people skills
- Be ambitious
- Be a team player
- Be able to work individually when needed
- Previous success in account development and managing a book of business is preferred but is not required.

This is a SALES oriented position.

At this time, we are only interviewing local applicants who are presently living within a 30 mile radius of the office. Please, no out of state applicants.