

GATEWAY

Interview questions –

– Trust fund relations manager

1. Tell me a little bit about your overall career experience in benefits, either in a more consultative role or in design or sales.
2. Have you had any experience with employee pension benefits and if so can you tell me a bit about it.
3. What are the key building blocks of designing a suitable employee benefits program?
4. What are the 3 main reasons for needing to revisit the offerings inside a current benefits plan?
5. What is your approach to dealing with a difficult client/user who keeps pushing back on the offering that you are recommending?
6. Have you had any experience with multiemployer plans and if so in what capacity?
7. Describe a time when you proactively identified and addressed an issue at your company.