

Business Development Manager

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Company: Flexicruit

Location: Alcester

Category: other-general

Position: Business Development Manager

Location: Alcester

Salary: £30,000 - £40,000 (negotiable).

Work Model: Monday - Friday, In Office

Are you ready to take the next step in your career? We're seeking a dedicated and driven Business Development Manager to join a dynamic accountancy practice in Alcester.

This well-established accountancy practice, believe in providing clients with accurate, real-time financial insights using cloud accounting. Their team is dedicated to helping businesses thrive by ensuring compliance, reducing costs, and maximizing efficiencies. They are Xero certified and committed to staying up-to-date with the latest software improvements to better serve clients.

Responsibilities:

* Manage a defined portfolio of targets to drive opportunities, relationships, and revenue across the business.

- * Develop your own network and relationships with clients, understanding their needs and providing tailored solutions.
- * Conduct detailed consultations to understand client financial needs and provide solutions.
- * Identify potential clients through market research, networking, and lead generation.
- * Keep updated on industry trends, regulations, and best practices.
- * Create and execute client relationship road maps.
- * Develop effective sales strategies to acquire new clients and achieve revenue targets.
- * Build a strong external network, raising your profile with key businesses.

Requirements:

- * Must live within a commutable distance to Alcester and hold a full UK driving license.
- * Minimum of two years' experience as a Business Development Manager in an Accountancy firm or similar environment.
- * Proven track record in sales, preferably within financial or professional services.
- * Excellent interpersonal, organizational, and communication skills.
- * Good presentation skills.
- * Basic understanding of accounting and financial principles is advantageous.
- * Self-motivated with a passion for exceeding business targets.

* Understanding of business strategies is a plus.

Benefits:

* Company pension.

* Free parking.

* 22 days annual leave (excluding bank holidays), increasing by one day for every full year of service, capped at 25 days.

If you're ready to make a difference and drive business growth, we want to hear from you!

Apply now.

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