
Business Development Manager USA - Remote

We are growing fast and seeking a high-performing **Business Development Manager** based in the USA to generate new business in the accounting sector and industry businesses.

Spotlight Reporting provides progressive accountants, CFOs, and Finance Managers with an impressive range of dashboards, reports, and forecasts that save time and effort and clarify business decisions. Additionally, we assist accounting firms in transforming their operations by providing advisory education resources, enabling them to deliver further advisory services and earn new revenue.

As an award-winning, truly transformational company at the forefront of the dynamic cloud accounting software industry, we are proud that our best-in-class software has been recognized as the number one solution in the market for over a decade. This is just the beginning of our journey.

Why work for Spotlight Reporting?

- Work at the forefront of the cloud-based revolution.
- Be a vital part of our exciting global journey.
- Work alongside our motivated, talented, and tight-knit team to transform business operations. We partner with progressive accounting firms, savvy multi-entity direct business clients, and leading software companies.
- Accelerated, supportive opportunity to grow individually and as a team.
- Competitive base salary, commission, and travel opportunities.
- A friendly and open culture where your initiatives and ideas are welcomed, appreciated, and heard.

Business Development Manager's primary responsibilities are:

- Hunt and close new sales in your target market across the West Coast region whilst collaborating with our Customer Success and Education & Training teams for client retention.
- Rapidly build and expand on Spotlight Reporting's current top reputation.
- Develop and execute a robust, well-thought-out territory plan each quarter to drive new business revenue and boost brand awareness.
- Be passionate about becoming the "face of the business" in your region by networking, sharing content, keeping abreast of industry trends, attending events, creating events, and supporting our brand via proactive public relations opportunities.
- Have a strong desire to meet prospects face-to-face regularly and travel across your allocated territory to build in-person rapport for new business opportunities.

- Build a qualified pipeline of opportunities from marketing leads and your cold outreach engagements, and execute monthly to achieve targets.
- Contribute to the broader global sales team, share your sales skills, and learn and develop from industry experts.
- Cultivate exceptional partnerships with existing and new customers seeking to expand their commercial relationships with us.
- Assist accountants in breaking out of the compliance/tax preparation-based world by providing tools to automate and streamline business advice for their clients.
- Forge close alliances with Intuit QuickBooks, Xero, and various software companies to enable you to gain traction in your region.
- Network and represent the company at meetings, conferences, and other events to engage with relevant prospects and understand their objectives, decision-making processes, and buying cycles.

What we are searching for in you:

- Strategically minded, organized, proactive, and assertive, with the ability to manage lead generation and efficiently create a robust opportunity pipeline.
- Innately driven and tenacious with a "no stone is left unturned" approach to meet and exceed targets each month, with hunter instincts.
- Excel as a natural influencer with customers and stakeholders by employing a consultative approach to close new business
- Exceptional at creating a solid and trusted rapport with prospects, ensuring that a customer-first mentality is always the top priority
- An outstanding written and verbal communicator who can easily adjust your communication style based on the person you're interacting with, possessing strong skills in presentation, business analytics, and negotiation
- Dedicated to maintaining internal systems, such as Salesforce, Slack, and more
- Ability to navigate internal processes while contributing new ideas to our business.
- Self-sufficient within your designated area and enthusiastic to be an integral part of a strong, supportive, and passionate team

Desired Skills and Experience

- Minimum 3 years of prior experience hunting and closing new business sales in B2B
- Firm academic background (Bachelor's degree preferred, but not essential)
- Experience in SaaS or the accounting industry

We would love to hear from you if you are naturally dynamic and proactive, passionate about transforming the accounting industry and businesses through cloud technology.

Join our brilliant and talented team to take the next progressive step in your career. You will be highly valued in a positive, friendly, and supportive environment!

To apply, please send your CV to Miranda Kendall at miranda.kendall@spotlightreporting.com