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## JOB DESCRIPTION

### Account Manager, NSW, Australia

We're growing fast and looking for a stellar **Account Manager** based in Sydney to cover the NSW & ACT territory, generating new business within the accounting / business sector.

**Spotlight Reporting** provides progressive accountants, CFOs and Finance Managers with an impressive range of dashboards, reports and forecasts that save time and effort while delivering clarity for business making decisions. We also assist accounting firms to transform their businesses by providing advisory education resources, allowing them to deliver further advisory services and earn new revenue.

We are an award winning truly transformational company at the forefront of the exciting and fast paced cloud accounting software industry. Our best-in-class software has been the No. 1 solution in the market for over 10 years, and we're only just getting started.

### 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 that is transforming the way business is conducted, partnering with great accounting firms, smart direct business clients, most with multi entities, as well as leading software companies as our partners
- Accelerated and supportive opportunity to grow individually and also as a team
- Competitive base salary, commission and travel
- A friendly and open culture where your initiatives and ideas are welcomed, appreciated and heard.

## As our Account Manager:

You will:

- Hunt and close new sales in your target market across the whole region, whilst collaborating with our the 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 and thought out territory plan each quarter to win brand awareness and new business revenue
- Be passionate to become the “face of the business” in your patch - by networking, content sharing, keeping abreast of industry trends, attending events, creating events, and supporting our brand via proactive public relations opportunities
- Hold a strong desire to regularly be face to face with prospects and travel across your allocated territory to build in-person rapport for new business opportunities
- Build an up-to-date pipeline of opportunities from marketing leads and your own cold engagements and execute monthly to achieve targets
- Be an integral part of the wider global sales team to share your existing sales craft, plus learn and develop from industry experts
- Cultivate excellent partnership relationships with existing and new customers, seeking to expand their commercial relationship with us
- Help accountants break out of the compliance/tax preparation based world by providing the tools they can use to automate and streamline business advice to their clients
- Generate close alliances with Xero, and various software companies gaining traction in your region
- Network and represent the company at meetings, conferences and networking events to truly engage with relevant prospects and understand their objectives, decision making and buying processes

You are:

- Strategically minded, organised and proactive, and have a strong ability to promptly manage lead generation and create robust opportunity pipeline
- Innately driven and tenacious with a “no stone is left unturned” approach to make targets each month
- A natural influencer with customers and stakeholders to close new business via a consultative approach
- Great at creating a strong and trusted rapport with prospects, where customer first approach is always number one
- An excellent written and verbal communicator who can easily adjust your communication based on the person you're meeting with, plus strong presentation, business analytics and negotiation skills
- Dedicated towards maintaining internal systems, such as Salesforce, Slack, etc
- Ability to be guided by internal processes, while bringing new ideas to our business
- Self-sufficient within your patch and enthusiastic to be an integral part of a strong, supportive and dynamic team

### Desired Skills and Experience

- Minimum 3 years prior experience hunting and closing new business sales
- Strong academic background (Bachelor's degree preferred, but not essential)

If you are naturally dynamic and proactive, with a passion for helping to transform the accounting industry and businesses through cloud technology, then we would love to hear from you.

Take the next progressive step in your career to become part of our brilliant and talented team - where you will be highly valued within a positive, friendly and supportive environment!

To apply, please send your CV and Covering Letter to Vanessa Bosnich - [vanessa@spotlightreporting.com](mailto:vanessa@spotlightreporting.com)