



## **Ammu Business Development Manager Job Description**

**Ammu, is a team of Chartered Accountants and Chartered Management Accountants with a unique perspective on business.**

We work with growing and established businesses across the West of Scotland. We help businesses understand the reality of where their business is now to gain perspective and find new opportunities.

We're a rapidly growing practice and recruiting for an ambitious Business Development Manager (BDM) to work directly with the Practice Managing Director. If you are a BDM, with a minimum of 3 years' experience and believe you have the potential to influence the success of our business and our clients then we'd love you to join our team.

### **Business Development Role**

The position is for a Business Development Manager with a R&D tax credit specialism who will also be responsible for growing opportunities in the areas of Management Accounts, digitisation of client businesses and identification of client funding requirements.

A key part of the role requires you to develop our R&D tax credit pipeline business.

As Ammu's Business Development Manager we require you to have a proven track record for winning clients, preferably in the accountancy sector. To support the growth of our business you need to be a self-starter with a high level of working autonomously.

For the role we expect you to be a highly effective networker with strong pipeline and forecasting management skills and proficient in the use of CRM applications.

We are looking for an ambitious person who will drive the business forward in line with our values and the strategic direction of our company. The successful candidate will demonstrate the ability to make a big impact on a rapidly growing accountancy practice.

Ammu offices are in Glasgow and Ayr and we are strong supporters of flexible working practices and have the systems in place to support working remotely.

### **Objectives of this Role**

- Proactively prospect for new leads and develop business opportunities to grow our revenue
- Network, earn trust and raise the profile of Ammu
- Positively influence successful lead and campaign generation

- Identify and develop partnerships and referral opportunities
- Demonstrate an innovative approach to business development processes
- Accurately prepare winning proposals and reports
- Demonstrate excellent verbal and written communication skills
- Maintain an active pipeline and forecasting management

### **Experience & Requirements**

- ATT qualification (an advantage)
- Proven track record for winning clients for accountants or professional sector
- Focussed and goal orientated with the professional drive to rapidly grow the business
- Outstanding pitching, communication, and presentation skills
- Accurately prepare proposals, set up clear deal structures and deliver results
- Confident and amiable negotiator who successfully builds long term client relationships
- Client centred approach where client satisfaction is paramount
- Thrive working with a variety of clients and treat everyone as an individual
- Challenge the status quo and proactively seek ways to innovate business development
- Excellent working knowledge in CRM software preferably proficient in Hubspot
- Strong computer skills, with an expertise in Sharepoint and Microsoft Teams
- Working knowledge of accounting rules and tax regulations

### **Further Information**

- Travel may be required to client sites
- Ammu values are in play in every part of our day
- Genuinely excel in an open, flexible, caring environment

### **Extensive Employee Care Package**

- Wonderful salary
- Pension
- MacBook Pro/Air
- Mobile phone & other benefits
- Flexible working
- Private medical insurance
- Excellent extendable and adaptable holiday plan

### **How to apply**

Please send your **CV** and a short introductory **video** to Jane Grant at [jane@ammu.uk](mailto:jane@ammu.uk)

**Closing date is 5pm on Friday the 11<sup>th</sup> of September 2020.**