



Accountant Relationship Manager

Primary responsibility

The Accountant Relationship Manager role is critical to ensuring we are delivering value to our accountant partners which then motivates them to refer new clients to us that we can turn to revenue. We have a successful team responsible for engaging new partners, your role is to keep them engaged and gain referred business.

Covering accountancy practises across the UK predominantly with fewer than 5 Partners, you need to be comfortable with managing relationships remotely and face to face. Our core services allow accountants to offer a best-in-class solution to their clients, while delivering a revenue stream to the accountant, being transparent and allowing self-service through an online platform. The solution we offer is different from our competitors and genuinely value additive to the accountant partner's offering.

We are looking for someone who can evidence a track record of growing revenue from an existing partner network in the UK. Working with accountants is a plus, but not as critical as the aptitude to build revenue generating commercial relationships. This role will report directly to the Chief Commercial Officer.

GovGrant already has a strong partner network across England, Wales, Scotland, and Northern Ireland which delivers referred business for our Business Development team close. We have spent the last 12-18 months acquiring new and relevant partners, we now need to make sure they engage effectively with us. We currently work with over 250 active accountants and introducers and are looking for someone to capitalise on these successes and build our partner network to cement our position as the go-to innovation consultancy for their clients.

This is a well-supported role that is a key strategic development for the business. We have the appetite and resources to support well-constructed ideas, which will give the right person a great opportunity to make a difference.

Methodology

As part of the role, you will undertake these core activities:

- Generating new business leads from accountant partners (R&D tax/ IP Service meetings from accountants with their clients) for the BDM team to meet and close.
- Promote our online portal and feedback ideas for value additive developments.
- Articulating our proposition to partners at relevant events, hosting or just attending.
- Improve our position as a trusted advisor with accountants, evidenced by CSAT scores.
- Ad hoc UK based travel for key meetings and events.
- Always looking for value gaps, drive ideas for improvements to our online partner portal.

Ideal APM profile

- Demonstrable partner relationship management, development & retention skills.
- Proven ability to network and promote their brand and products ideally through accountants.
- A self-starter who is motivated to earn well (uncapped commission).
- A credible person with confidence and conviction in their abilities.
- A team player used to working collaboratively (e.g. Marketing, Senior Management, Business Development).
- Experience in building and developing sales through accountants
- Someone who enjoys working in a fast-moving agile business environment
- An understanding of R&D tax credits, Patent Box, Intellectual Property, or use of innovation in business would be advantageous but not essential.

Role objectives

To be successful in this role you will be required to:

- Contribute to the annual new business revenue target by generating new business opportunities from the accountant partners.
- Generate meeting referrals from your accountant partner network, 15 per month.
- Achieve an average referral value of £5k per opportunity and above.
- Maintain regular documented contact with the partner network.

About us

Our offer to you

- There is a Highly Competitive Salary for the right candidate, based on experience.
- This role will be supported by a bonus as opposed to based on hitting revenue.
- We reward the right behaviours from our team.

GovGrant also have several benefits for staff including:

- Flexible benefits platform with 3% of salary benefit contribution
- Company contribution Pension
- Life assurance benefit up to 3 times of basic salary
- Private Medical Insurance – Post probation
- Employee Assistance Program
- 25 days annual leave plus bank holidays
- Expenses policy for travel and sustenance