

Business Development Manager

Location: Brisbane, Australia

Spotlight Reporting is a truly transformational company at the forefront of the exciting and fast evolving cloud-based software industry. It has exploded onto the market with software that offers advanced reporting and business intelligence to accountants, advisors, and CFO's across the globe. We are growing fast and are looking for a star Business Development Manager based in Brisbane

As our Business Development Manager, you will:

- Hunt and close new sales in our Target Market, increase accounting firm market share, whilst assisting our Customer Success and Education & Training teams with client retention
- Rapidly build on Spotlight Reporting's brand reputation and reach in QLD, joining our AU team based in Brisbane, Sydney and Melbourne
- Lay the foundations for 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 world by providing the tools they can use to automate and streamline business advice to their clients
- Network and represent the company at meetings, events and conferences to truly engage with relevant prospects and understand their objectives, decision making and buying processes
- Be able to implement a territory plan, build a pipeline and support territory building efforts.

Experience and Qualifications required:

- Prior experience in sales and closing new business is essential with experience in software sales and/or the accounting industry and a good understanding of the cloud space being desirable
- Ability to create a quick and strong rapport with accountants and an enthusiasm to build new commercial relationships with them

- Excellent written and oral business communication skills, strong presentation, business analytics, and negotiation skills in influencing internal and external customers and stakeholders
- Have a certain amount of self-sufficiency but also an awareness of the strong team dynamic and our culture of inclusiveness and accessibility.

If you are passionate about helping to transform businesses through technology and genuine partnerships then we would love to hear from you.

To apply, please send your CV and Cover Letter to Jason Forbes - jason@spotlightreporting.com

Be assured that all applications will be treated in the strictest of confidence.

Why Work for Spotlight Reporting?

- Work at the forefront of the cloud-based revolution
- Award-winning, fast-growth company, Founder-led with a strong global team in the UK, New Zealand, Australia and the USA
- Be part of a motivated and talented team that is transforming the way business is conducted across the globe, partnering with great accounting firms as well as leading software companies
- Accelerated opportunity to grow as a team but also individually
- Competitive base salary, commission and travel
- A friendly and open culture where your initiative and ideas are appreciated and valued.

Company Description

Spotlight Reporting provides leading accountants with a great range of reporting and forecasting options that save time and effort while delivering clarity for decision making. We have four award-winning cloud-based business intelligence tools, designed specifically for accountants looking to transform the way they deliver advisory services to their clients.

We import data from leading financial and non-financial software products - including Xero, Sage, QuickBooks and MYOB - to automatically create powerful dashboards, reports, three-way forecasts and multi-entity consolidations.