



Practice Development Manager

Croner Taxwise provides Tax Fee Protection Insurance to firms of accountants. Turnover £20M, staff 120, accountancy clients circa 4,000.

Location: The ideal candidate will ideally be based around the M4/M5 interchange within their territory (CF, NP, HR, GL, BS, BA, SN, SP, SO, PO)

Package: £30,000 + commission + car + benefits (OTE package £70k)

Job Purpose

To develop and manage a portfolio of existing Croner TaxWise clients as well as adding to that portfolio with new business clients.

Job Overview

We're looking for a dynamic, motivated, engaging business professional to manage and develop a highly valued portfolio of clients as well as adding new clients to that portfolio. The ideal candidate will have a proven track record in account management. Industry experience is NOT required as full training is provided, but high energy, target focus and a consultative 'value based' style are a pre-requisite for the job.

Day-to-Day Responsibilities

- Attend meetings with your clients (circa 200) prospects
- Manage your appointments with your telemarketer
- Provide your clients with additional value and service
- Assist your clients with the management, operation and marketing of their fee protection scheme
- Deal with day to day queries for your clients where required
- Develop a close working relationship with your portfolio
- Generate referral opportunities for wider business services
- Achieve monthly
- Self-generate new leads, appointments and referrals through day to day new business activity
- Thrive on working in a fast paced, target focussed high energy and high reward culture.

What you Bring to the Team

- 2 years plus track record within a B2B environment (Industry experience NOT required).
- Confidence in value based/consultative approach.
- Ability to deal with different audiences including Business Owners and Partners

Why Join our Team?

This is a superb place to work if you love solving problems, enjoy a challenge and have genuine enthusiasm for overcoming obstacles and learning, you'll love it. Your people and technical skills will be tested every day. There are endless opportunities for you to develop and grow and you'll really make a difference to all sorts of people.