



Sales Director – Norwich / UK

THE ROLE

Aston Shaw are looking for a driven and experienced Sales Director to lead a new realm of external B2B sales provision in addition to taking Aston Shaw to the National Market. As a member of the senior leadership team, the post holder will be responsible for drive growth of the new arm and bringing Aston Shaw into the top 100 UK Accountancy firms of the UK

KEY RESPONSIBILITIES

- Establish a new Sales strategy for the business and lead with the external sales provision
- Lead the recruitment for the new team of high performing business development managers, whilst being at the forefront of their training and development. Shaping the delivery of this new arm.
- Capitalise new opportunities for the sales of new services and business opportunities
- Work with B2B to sell and promote specialist accountancy services
Work in collaboration with the Senior Leadership Team to develop and execute the sales strategy for the business

REQUIREMENTS

- 5 years' proven Business Development experience is required
- Strong commercial acumen
- Experience in B2B markets and advantage
- Strong leadership and people management skills
- Customer focused – long term value being the ultimate goal
- Excellent negotiation and sales skills
- Ability to balance competing priorities and be able to demonstrate flexibility within an ever-changing environment



WHY JOIN US?

We're a forward-looking employer with six offices across Norfolk, Cambridge and Suffolk. We're always looking to grow our business and making sure we have the right people on board is key to our success.

As an Association of Chartered Certified Accountants (ACCA) approved employer, our culture is progressive, proactive and client-focused. As a result, we can offer you a dynamic working environment with many opportunities to develop your skills, qualifications and achieve.

- Competitive Salaries
- Ongoing, Fully funded Training
- ICAEW Approved Trainer
- Platinum ACCA Approved Employer
- AAT Accredited Employer
- Childcare Vouchers
- Regular Staff Parties
- Subsidised Lunches

- Monthly Staff Lottery
- £100 Reward for Client & Employee Referrals
- Ongoing Charity Support
- Social and Sports Activities
- Modern, Open-plan Working Environments
- Equal Opportunities Employer

And many, many more!

APPLY TODAY

If you'd like to find out more, or if you think you're the right person for us, then please send a CV to careers@astonshaw.co.uk or apply via the form on our careers page on our website:
www.astonshaw.co.uk/careers.

