

# Business Development Manager

## Norwich



### The Role

We are seeking a bold, motivated Business Development Manager to create, hone and lead an organically grown team based out of Norwich.

This full-time role will involve the experienced candidate being a resourceful individual with extensive skills in driving sales and reinforcing process whilst always putting the customer at the forefront of what we do.

With some new products and services up our sleeve, Aston Shaw are poised to show business owners how we can make extensive tax savings for them and their business. If you are a pro-active, engaging individual ready to create and drive new ideas and journeys for our clients then please get in touch and help shape the future of Aston Shaw.

### Key Responsibilities

- Outbound calling potential clients
- Conducting external research on companies
- Recording generated sales through company systems
- Establishing and maintaining professional client relationships
- Promoting the company's services
- Identify customer needs and requirements
- Meeting and exceeding company KPI targets
- Generating new sales leads
- Expanding our client database

### Requirements

- Ability to create and maintain strong professional relationships with clients
- Ability to meet and exceed targets
- Ability to collaborate effectively within teams
- Strong attention to detail
- Excellent communication and organisational skills
- Experience of working in a fast-paced target orientated environment
- Motivated to deliver an excellent service to our clients
- Customer focused individual
- Minimum of 2-year proven experience of creating successful sales



**Any questions?**

Email [careers@astonshaw.co.uk](mailto:careers@astonshaw.co.uk)

# 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.

## Benefits

- Competitive Salaries
- Ongoing, Fully-funded Training
- ICAEW Approved Trainer
- Platinum ACCA Approved Employer
- AAT Accredited Employer
- Regular Staff Parties
- Subsidised Lunches
- Monthly Staff Lottery
- Dress Down Fridays
- £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](mailto:careers@astonshaw.co.uk) or apply via the form on our careers page on our website: [www.astonshaw.co.uk/careers](http://www.astonshaw.co.uk/careers).



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