

Senior Account Manager, South Island & Lower North, New Zealand

Location: Christchurch (or Wellington)

Job type: Full-time permanent role

Seniority level: Mid-Senior Level

Job functions: Sales and Sales Development

- Join one of the fastest growing accounting software SaaS companies worldwide
- Be part of a dynamic award-winning business revolutionising the accounting industry
- Recruit, educate and form strong relationships with accounting firms that have 'seen the light'!

Spotlight Reporting is a truly transformational company at the forefront of the exciting and fast evolving cloud-based software industry. It has exploded on to the market with software that offers advanced reporting and business intelligence to accountants, bookkeepers, financial advisors, and business owners across the globe. We are growing fast and are looking for a star Senior Account Manager based in Christchurch (or Wellington).

As our Senior Account Manager, you will:

- Rapidly build on Spotlight Reporting's foundations in the South Island and Lower North joining our New Zealand based team
- Drive new sales, ensure existing client retention and increase accounting firm market share
- Form excellent partnership relationships with existing and new customers
- Help accountants break out of the compliance / tax preparation based world by providing the tools they can use to automate and streamline business advice to their clients
- Network and represent the company at meetings 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 (experience in software sales or the accounting industry and a good understanding of the cloud space is desirable)
- Ability to create a quick and strong rapport with accountants and an enthusiasm to build new 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 then we would love to hear from you.

To apply, please send your CV and Cover Letter to David New - david@spotlightreporting.com.

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

Company Description

Spotlight Reporting provides accountants with a great range of reporting options that save time and effort while delivering clarity for decision making. We have four 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 to automatically create powerful dashboards, reports, three-way forecasts and multi-entity aggregations.

Why Work for Spotlight Reporting?

- Work at the forefront of the cloud-based revolution
- Be part of a motivated and talented tight-knit team that is transforming the way business is conducted across the globe
- Accelerated opportunity to grow as a team but also individually
- Competitive base salary, commission and travel
- Friendly and open culture where your initiative and ideas are appreciated and valued.