

## Regional Account Manager – Accounting Firms

We are seeking Regional Account Manager - UK to join the Confirmation.com team in our London office. This is a sales role selling the services of Confirmation.com to accounting firms in the UK and Ireland. The objective of the role is to add accounting firms of all size and maintain relationships with them to drive usage of the service. This role will contain elements of new business sales, as well as existing account management responsibilities.

### Responsibilities

- Develop and implement a sales strategy to achieve revenue growth objectives.
- Identify and meet with key decision makers in the firm to sell the solution.
- Build and expand the accounting firm network by targeting firms of all sizes promoting the value of the service.
- As firms are added to the network, perform ongoing account management. Develop and expand business relationships with audit managers and supervisors, training managers of the accounting firms and promote the strategic benefits of solution.
- Drive increased adoption across the region through training, onsite meetings, and marketing initiatives.
- Attend client meetings, trade shows, user groups, and key conferences. Educate, drive adoption, and promote growth. Partner with audit associations and maintain relationship with them.
- Work with the Marketing team to plan and drive strategic initiatives, programmes, messaging and campaigns within the region.
- Provide market feedback to the Product team that enhances the current offering.
- Develop a detailed understanding of solution in order to actively train users and demo the product to prospective new clients.
- Work closely with the Customer Service team to support accounting firms with their day to day requests and tasks.
- All other duties as assigned.

### Qualifications

- Experience in audit, professional accounting qualification preferred.
- Undergraduate degree with Major in Accountancy/Finance preferred.
- Understanding of the audit industry, audit process.

### Travel

- This position requires up to 30% travel.
- Travel is largely self-driven and scheduled as and when meetings and trainings are booked.
- Blocks of travel will not be required for more than a few days at a time.

### Compensation

- Compensation commensurate with experience and education.

### About Confirmation.com

Confirmation.com is the world's leading provider of secure online audit confirmations. Today, more than 16,000 accounting firms use Confirmation.com to send audit confirmation requests to companies, financial institutions and law firms worldwide. For more information, visit [Confirmation.com](http://Confirmation.com).