

## **Account Manager Doerhoff and Associates**

### **We offer Exceptional Career Growth Opportunities, Independence and a Great Culture!**

If you are an amazing Account Manager who wants to create the blueprint to success and work with a great team for a fantastic company with a really cool boss, then keep reading!"

We are a growing and unique Account Services company providing leading edge services from Bookkeeping to Business Planning solutions for many industries. We are based in the Jefferson City area and offer our highly motivated team Big Company Benefits with a Small Company Culture.

**The Company:** Every business owner has a unique set of needs for accounting services. Doerhoff and Associates provides only what our clients really want and need. Our comprehensive set of services fill the gap and support so our clients can grow.

- We have worked diligently to build a company culture that provides a secure and nurturing environment where everyone can succeed. We believe this is not only best for our employees but it's great for our clients too. When our staff is well equipped and love what they do, we are able to get exceptional results for our clients.
- We're looking for an Accounting Manager. The pay range we're offering is highly competitive and is designed for only Results Driven & Resourceful Leaders.
- We offer a full package of benefits, including medical, 401K, Profit Sharing, Employee Stock Plan, flexible PTO, Health Club Benefit and MORE!
- We also offer the flexibility and freedom to be your own boss while controlling your career destiny.

#### **Requirements:**

- History of Courageous Leadership
- Teamwork Oriented with all departments and individuals in the company
- Proven Analysis and Decision-Making Skills
- Effective Communication Skills both oral and written
- Team Development Skills using a proven coaching methodology
- Practical Time Management Skills
- Pipeline/Business Development Management Skills.
- Positive Attitude

## **Key Responsibilities**

- Setting individual targets with the team and hold them accountable
- Planning the hiring and training of new team members
- Provide your clients with the proper consulting and tax planning as their needs dictate
- Take a leading role in expanding additional firm services to our clients
- Overseeing the activities and performance of the team through weekly observations of the sales team for critical behavior delivery and coaching for improved performance. Ensures adherence to the sales process and usage of tools.
- Engagement of the team through motivation, counseling, and product knowledge education.
- Invest in personal growth to advance their career and go make stuff happen
- **Have fun at work and be a great member of a great team**

## **Why Should You Apply?**

- You're going to be leading a highly successful Account Manager and have the freedom to innovate a lot. You will sort out their issues and leave them delighted because you're brilliant.
- You'll bring out the benefits of our services and develop a team to be comfortable presenting comprehensive set of services to business owners.
- Work for a company that allows you to do amazing things
- Because you love to use your initiative, smarts, and experience to control your career growth and income.
- If the above fits your why - then you should talk to us.