



McGrathNicol



OPPORTUNITY PROSPECTUS —

Business Development Manager

SELDON
ROSSIER

About McGrathNicol

McGrathNicol are a specialist Advisory and Restructuring firm, committed to helping businesses improve performance, manage risk, and achieve stability and growth.

They provide strategic support and innovative solutions across our broad range of services within their two primary services of Advisory and Restructuring.

With 52 Partners and over 350 staff located across five offices, McGrathNicol is a market leader in its sector and is actively involved in community initiatives that matter to its people.

Clients value the firm's commercial approach and the ability of its people to make the complex simple. What sets the firm apart is how easy its people are to work with. They are often described as an extension of their client's teams.

Working at McGrathNicol

McGrathNicol are focussed on providing rewarding careers for their people no matter which role they hold in the firm. Professional development and learning opportunities are part of their day to day as is providing a flexible working environment to ensure all employees are supported in managing their work and home lives.

Business Development Manager

This newly created position will play a key role in bolstering the ongoing development of a sophisticated, and client-centric BD function. Working within the National Clients & Markets team, this role will have a primary focus on executing the firm's National BD strategy and will work with the business across all services and offices.

Focus areas

- Strengthen our client experience and client feedback program. This will include identifying and scheduling client feedback discussions, analysing feedback and implementing recommendations.
- Support the development of a client-centric pitch program and process. You will act as a Champion and 'go to' support for firm proposals.
- Drive firmwide client service team and industry sector initiatives. This will include strategy development, implementation, and program optimisation.
- Undertake and coordinate research including industry trends and growth opportunities.
- Enrich the BD capabilities across the firm including upskilling staff to operate with a BD mindset.
- Champion the firm's CRM to encourage usage and utilise data to identify opportunities for growth.
- Repurpose content and collateral to support partners and staff to have high value BD conversations.
- Support the development and delivery of high value training and events.



McGrathNicol

THE OPPORTUNITY —



Skills and experience

- Experience working in the business development team of a professional services firm is essential (prior experience leading or supporting the development of service line business plans and proposals for high value/strategic pursuits).
- Tertiary qualified in a relevant degree.
- Commercial and client-centric approach.
- Experience working with CRM systems (Microsoft D365 preferable but not essential).
- Strong skills in MS Office products (especially PowerPoint).
- Strong communication and stakeholder management skills (managing multiple stakeholders, priorities that change and competing deadlines).



Melinda Hogan

Partner,
Clients & Markets



What can you tell us about your vision and strategy for the Clients & Markets team and how this newly created role fits into that?

The Clients & Markets strategy plays a critical role in the firm's growth ambition, underpins our commitment to our clients. This role is important to delivering this strategy and the firm's future success.

What can you tell us about the culture of McGrathNicol and the Client & Markets team?

Our culture is inclusive and collaborative. The high performing, technically excellent team values working together towards common goals. The team has a strong work ethic and enjoys the opportunity to have fun and celebrate its successes.

Why is this an exciting time to join McGrathNicol?

McGrathNicol celebrates its 20th anniversary this year and continues to be a leader in the market. This newly created position will help lay the foundations for BD success in the future.

Renee Bidwell

Business
Development
Director



What qualities will you look for in your BD Manager and how do you envisage your working relationship with them?

Curiosity, resilience and a willingness to challenge the status quo. I envisage we will work closely together on some projects, and on other projects this role will have the autonomy to rely on their past experience to drive outcomes (knowing they have the support of the broader Clients & Markets team).

What do you expect a typical week would look like for the successful candidate?

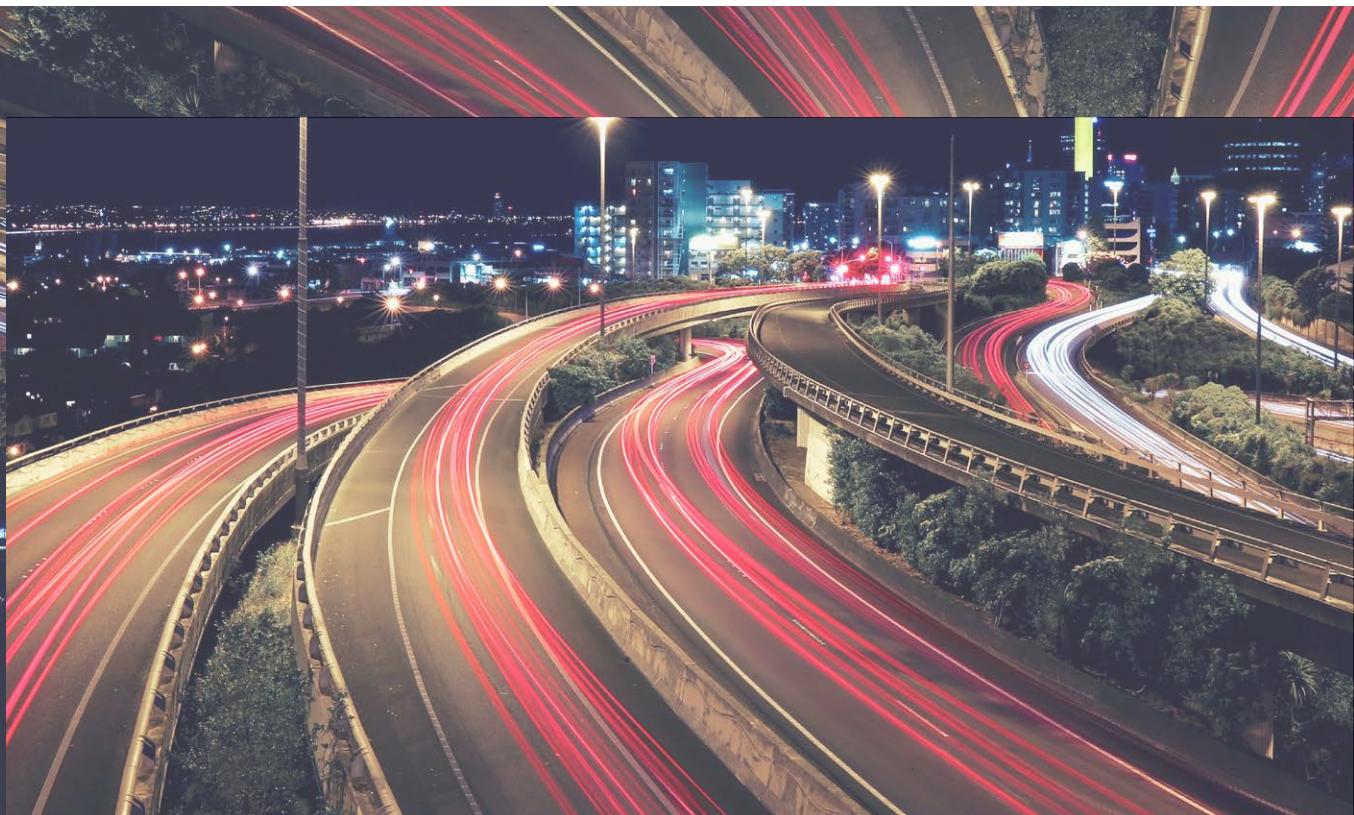
Is there ever such thing as a 'typical week'?! As this is a new role, the successful candidate will have a blank page to shape how they work to deliver the outcomes we seek. I imagine a week will include meeting with Partners, Directors and Business Services colleagues to progress initiatives, time at the desk 'producing', and time talking to our clients.

You've been with the firm for just over a year. What do you really enjoy about working at McGrathNicol?

Aside from the intelligent and collegiate people I'm surrounded by, the genuine investment the firm is making in its BD journey really sets the firm apart. I also love the willingness of the firm to say 'why not?' and try something different.



McGrathNicol



How to apply

McGrathNicol has recognised the strategic importance of this role and have invested in a talent search campaign with Seldon Rosser.

To express your interest in this opportunity please contact
angela@seldonrosser.com +61 402 213 033
katie@seldonrosser.com +61 424 944 997
www.mcgrathnicol.com seldonrosser.com