



A Job Opportunity from Accelerate HC

Our client, a technology-first law firm in Los Angeles, seeks a skilled Business Development Manager to expand their reach in the New York market.

They form and maintain corporations and LLCs for the entertainment industry and ultra-high-net-worth individuals.

The ideal candidate has experience in the accounting industry & can cultivate existing relationships with accounting/business management firms in NY while forming new connections.

- Full-time opportunity
- Base salary + commission
- Generous benefits package
- Must be based in NYC

Accelerate HC Contact:

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Title: Business Development Manager
Location: New York (Hybrid - 3X per wk. in office)

About the Company

Our client is a law firm that does two main things - form and maintain corporations and LLCs for the entertainment industry and ultra-high-net-worth individuals. They have an extraordinary amount of technology, having invested nearly \$5M to date, that enables them to knock their clients' socks off. They are a modern, technology-first operation.

About the Job

We are looking for a business development manager with experience in the accounting industry to cultivate and grow existing relationships with accounting and business management firms and to develop new ones in the New York market. The successful candidate will serve as a trusted business development advisor to the firm and will work in concert with the VIP Client Services Manager to learn about new opportunities with existing clients and execute on those opportunities. This position will be based in a newly established midtown Manhattan office. Once fully staffed, a partial work-from-home schedule will be established. You must be a connector who can effortlessly be the "face of the firm" in the New York accounting market.

About You

Successful candidates would have the following qualities:

- Possess knowledge of the accounting industry in the New York market
- Extraordinary personality and communication skills
- Technological sophistication
- Self-starter
- Team-spirited, adaptable, flexible, and able to embrace constant change.
- A bachelor's degree, or higher, in Business, Marketing, or a related field
- A minimum of seven (7) years of law firm, recruiting, or other professional services business development experience, preferably in the accounting industry