

Associate Director – September 2024

Job Title	Associate Director (Business Rates)
Location	Flexible/Remote – can be based anywhere within England.
Remuneration Guide	Salary up to £65k + car allowance + bonus (<i>will vary dependent on experience</i>)
Summary of Role	<p>The Associate Director role will be a key member of the Business Rates team, delivering not only against their own targets for business but also supporting the rest of the team in meeting targets and developing relationships.</p> <p>The role involves responsibilities across a national geographic area and will be to service the current client base and deliver against all business rates related needs, working closely to support the Head of Business Rates and liaising with other divisions to build non-rating business opportunities.</p>
Key Accountabilities	<ul style="list-style-type: none"> • Be a mentor for the team, be an inspirational client manager. • Promote our Company Vision and Values, leading by example. • Delivers against own fee earning target and supports the whole team; meet and outperform all KPIs and relevant performance indicators. • Manage and nurture client relationships. • Helps drive business development within the team, seeking new profitable opportunities with existing or new clients not just for the business rates team but for all areas of AR, and inspiring others in the team to do likewise. • Works effectively with stakeholders e.g. valuation office • Delivers all challenges and arguments in a clear and timely manner. • Engaged and effective team player, taking an active part in the business rates team and the broader AR team. • Identifies opportunities for continuous improvement in own skills and the processes of the team.
Qualifications / Experience Knowledge	<ul style="list-style-type: none"> • Substantial rating appeal experience (typically over at least one Revaluation period) including the preparation and submission of checks, challenges and appeals, negotiations with the Valuation Office, and settlement or appearance at Valuation Tribunal, and/or Lands Tribunal. • Working knowledge of business rates legislation and case law. • Most likely will be a member or Fellow of the Royal Institution of Chartered Surveyors or member or IRRV qualified and maybe a Registered Valuer. • Experience of operating in the property sector, with experience in a business rates position. • Proven track record of building and developing client portfolio relationships. • Excellent negotiation skills when dealing with the Valuation Office Agency.

If you are interested in applying for this role, please send your CV and a cover letter to HR@argroup.co.uk.

NO AGENCY CONTACT on this role please.