

## **Client Accounting Service Practice Leader**

Herndon, Virginia (Washington D.C. Metro Area)  
USA Applicants Only

### **Leadership**

Primary face person for the client accounting initiative.  
Establish client accounting initiative goals for review and approval.

### **Human Resources**

Supervise and manage assigned staff.  
Provide staff with ad hoc performance feedback.  
Conduct annual performance reviews for your assigned staff.

### **Client Service**

- Assist with Beck & Co. accounting, tax and audit work as needed.
- Assess client accounting prospect and client accounting transaction, tax filing and reporting needs and assess any cleanup work that may be needed to get the books current.
- Develop a project plan and approach for the staff to execute regularly.
- Review the output of the staff work prior to issuing them to the client.
- Review and issue the financial statements, identifying important value-added insights that will make a difference for the clients.
- Meet with clients to review financial statements, share the value-added insights, and answer any questions.
- Maintain technical understanding of GAAP and compilation and review guidelines.
- Develop and maintain knowledge of non-profit and governmental contracting accounting requirements.

### **Business Development**

- Qualify prospective clients and generate interest in the firms services.  
Work with the sales team to qualify prospects they produce, scope services and issue engagement letters.
- Scope services and issue engagement letters for prospects you source.
- Identify additional service opportunities with existing clients .
- Participate in local networking venues that will benefit the client accounting practice.
- Review and input to client accounting marketing materials and promotional plans.

### **Desired Skills & Experience**

Bachelor's degree in Accounting ; 5+ years current or recent experience within a Public Accounting Firm.  
Advanced written and verbal communication skills required, along with excellent project management skills. Will consider comparable industry accounting experience.

## **Beck & Company CPA's**

### **The Beck & Company Advantage**

Our commitment to excellence is evidenced by the selection of our staff, participation in continuing professional education programs, access to first-rate research resources, and our emphasis on quality control. To advance these efforts, we participate in the Quality Review Program sponsored by the American Institute of Certified Public Accountants and we have consistently received the highest opinion rewarded.

### **Keeping up is not enough; we strive to lead**

At Beck & Company, we are proud of our reputation for reliable and distinguished professionalism. We will learn your business and its particular needs, and draw upon our broad experience to provide the best solutions.

CPA's should do more than provide you with a tax return, audit, bookkeeping service or an annual report. Superior accountants will uncover ways of improving your operations and making your company more efficient, profitable, and financially secure.

### **To apply**

Please fax your cover letter and resume to 703-742-0949 or send via email to [careers@beckcpas.com](mailto:careers@beckcpas.com).

Posted: August 18, 2011

Type: Full-time

Experience: Mid-Senior level

Functions: Accounting/Auditing

Industries: Accounting

Compensation: Base salary plus incentive