



Recruitment Pack

Who are we?

The Accountancy Partnership was founded over 10 years ago with the aim of disrupting an industry much in need of change, specifically the way in which accountants and clients interacted with each other.

We aimed to capitalise on this gap in the market by leveraging the improvements in technology to create a more efficient and collaborative service for our clients, regardless of where they were based, or what industry they were in.

Our goal is simple; to provide a simple, convenient online accountancy service, with a transparent pricing structure, for all small businesses in the UK.

Since our inception in 2006 we have continuously grown our client portfolio, and are currently helping over 7,000 businesses in the UK and beyond with their accounting needs.

We also continue to enjoy consistent growth of around 65% per year, making us one of the fastest growing accountancy firms in the UK.



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Our values

Our mission is to bring simple, collaborative and affordable accounting services to all small businesses in the UK. We are committed to fostering strong, long-term business relationships with our clients by providing an outstanding level of customer service.

★ simplicity

★ collaboration

★ affordable fees

★ customer service



Simplicity

Every single aspect of our communications, software and processes have been developed with simplicity in mind. We aim to make the lives of our clients easier by taking a complex industry and simplifying it for them, so they can focus on making a success of their businesses.



Collaboration

As our goal is to provide an online accountancy service for businesses all over the UK we have invested heavily in collaboration tools to enhance our communication with clients, providing real time information and quick responses to their queries. These include live chat support, remote training sessions, screen sharing and a message centre built in to [Pandle](#), our bookkeeping software.



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Affordable fees

As we rarely meet our clients face to face this greatly reduces the amount of time an accountant needs to spend on any one client's accounts. Alongside our efficient internal processes this allows us to charge a low, affordable, fixed monthly fee to our clients.

We found that clients are much happier with this transparent pricing structure as it provides them with clarity over how much their accounts will cost them each year. It also allows our clients to spread the cost of their fees over a whole year, making it easier for them to pay.



Customer service

We pride ourselves on the friendly and approachable nature of every single member of staff. We want our clients to feel comfortable enough to ask us anything about their business and we endeavour to answer every question in plain English, without any accounting jargon which may confuse them.

We have quick response times and many levels of support available, which has been very well received by our clients. We are extremely proud of the service we provide to our customers and this is reflected in the reviews we have gathered on [Trustpilot](#) and [Reviews.co.uk](#), go check them out!



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Our team

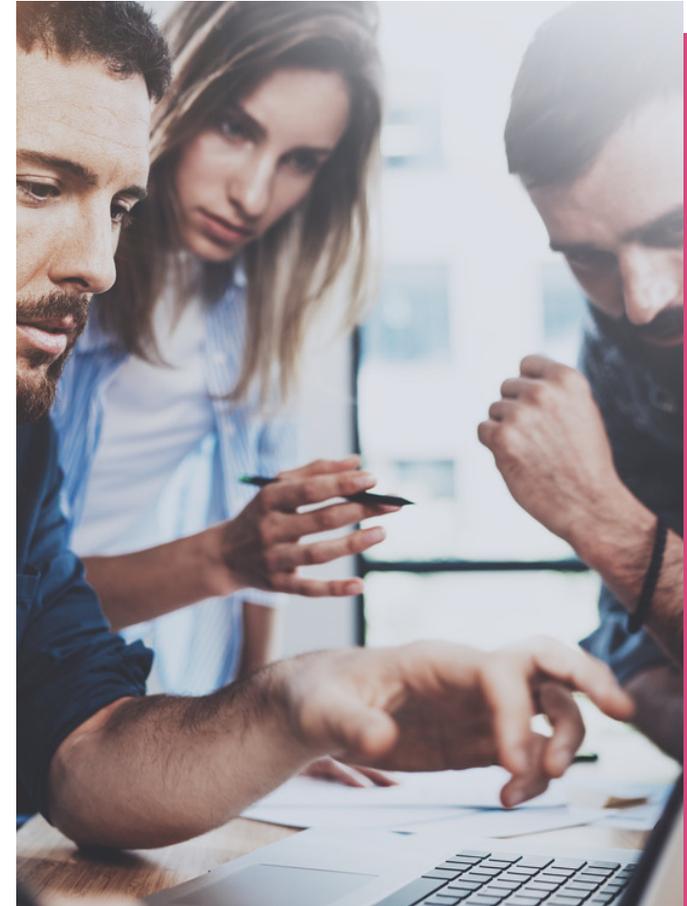
We currently employ over 40 members of staff across two offices (Wirral and London). We are consistently expanding, so there are often plenty of employment opportunities available.

Our team members are split across five departments:

- Accounts
- Payroll (including CIS and pensions)
- Admin
- Sales
- Marketing

We also have an additional 15 developers based in Liverpool who are dedicated to the development of our bookkeeping software [Pandle](#) alongside our other custom built internal systems.

Over the last 10 years we have worked hard to create a relaxed and informal working environment, with the aim of encouraging collaboration between staff members across all five departments. Our belief is that this friendly and helpful culture enables us to provide an outstanding level of customer service for our clients.



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Our software

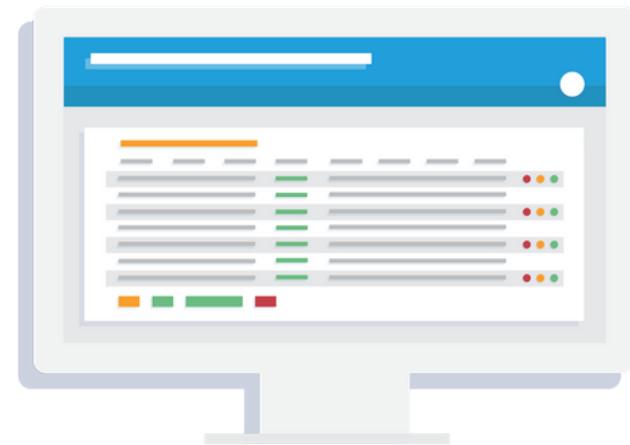
Prior to the development of **Pandle** we faced a common problem; we would consistently receive records from clients in software such as Xero, Sage or Quickbooks which contained a litany of errors.

This resulted in time consuming back and forth conversations with our clients to fix these errors before any accounts could be produced. We decided that there had to be a better way, so we created Pandle.

Pandle

Simple to use, yet comprehensive in its capabilities, Pandle was developed from the ground up to cater specifically for small businesses owners who complete their own bookkeeping.

Pandle actively works to reduce the number of incorrect entries in our clients' bookkeeping records through preventative measures, real time warning notifications and machine learning algorithms.



Pandle is available to anyone and is growing at a rate of 230% per year. We currently have over 20,000 businesses and 1,000 accountancy firms actively using the software. It's fair to say we are very proud of Pandle!



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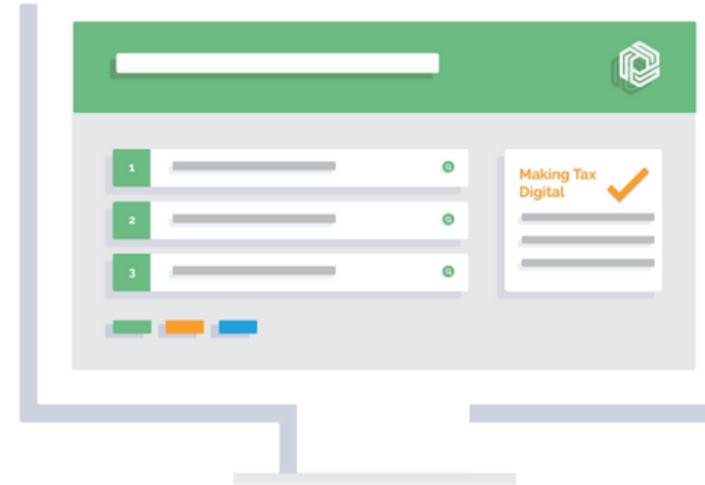
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Future developments

We are currently preparing to launch Pandle globally meaning it will be available for any base currency, facilitating different types of sales tax and multiple language options. We will also be building dedicated, customised versions for key markets.

As our industry changes through MTD, automation, artificial intelligence and open banking we believe our investment in Pandle will be the key to the longevity and sustained success of the company.

Our focus on technology will position us at the forefront of the industry, allowing us to continue to thrive where many small traditional practices may not.



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Our clients

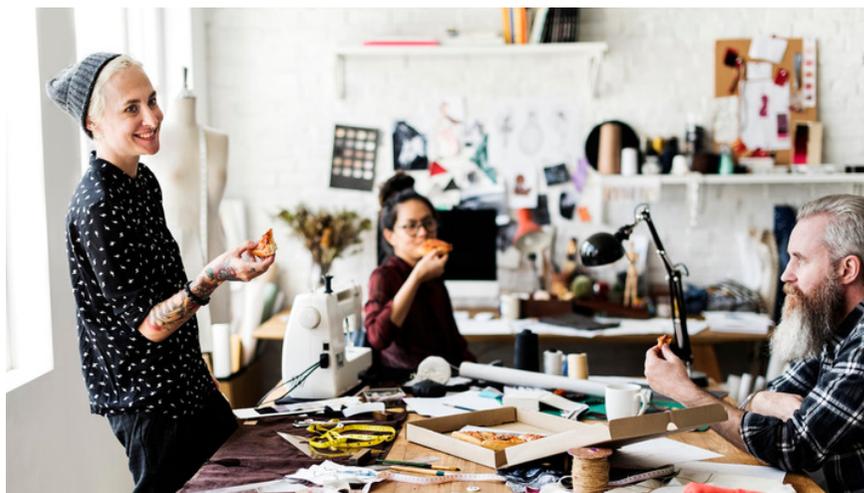
Typically our clients are small business owners who are looking for an accountancy service that can help relieve the stress of their accounts and tax compliance, whilst also providing them with support and guidance along the way.

The average turnover of our clients is between £100,000 to £200,000 per annum, we do have much larger clients but these only make up a small portion of our client portfolio.

Offering our accountancy services nationwide has allowed us to develop a very diverse range of clients, in pretty much every industry imaginable.

We love hearing about our clients' success stories and celebrate with our client of the month feature.

However, there are a few types of clients which we don't serve, such as solicitors, charities and VAT registered travel agents.



The work

The majority of our accountants' time is spent on accounts production and tax preparation, followed by some VAT work and answering queries from their clients.

We want our accountants to focus on what they enjoy and what they are good at, which is why all admin, payroll, pensions and CIS work is handled by separate departments within the company.

Learning new skills

Our diverse range of clients expose our accountants to most areas of accounts and tax, enabling them to gain a wealth of experience in a relatively short space of time. As our clients use a variety of accounting and bookkeeping systems our accountants quickly develop new skills and ways of working.

We find this diversity creates a uniquely challenging and exciting work environment where no two days are ever the same. Even our most senior accountants are still learning and improving their skills on a regular basis.

Maintaining standards

All work goes through a quality control process whereby it is checked by other accountants in the firm to ensure we're always producing accurate, high quality work for our clients.



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Managing your workload

We don't believe in micro managing our staff, this means our accountants are expected to take the initiative when organising the work they undertake on a day to day basis. We only ask that our accountants consider their clients' upcoming deadlines when prioritising their work.

Building your portfolio

Once accountants have been fully trained and are up to speed with our systems and working processes they will be allocated work from their colleagues. After a short period of time they will then start to be assigned clients so they can begin to build up their own client portfolio.

This allows our accountants to work regularly with the same clients, providing continuity and a point of contact for any accounts or tax related questions they might have.



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Career progression

We strongly believe that training our employees is an investment in the future success of our business. This is why we cover all costs associated with their training and CPD, including any membership fees, both pre and post qualifying.

We are registered ACCA and AAT employers and endeavour to support our employees with whatever qualification or career route they choose to follow.

Training and development

In addition to this, comprehensive training will be provided to all new employees in any systems or areas of accounts, VAT or tax so they can successfully fulfil their new role within the team.

If you join us at either an Accounts Junior or Accounts Semi-Senior level then a clear pathway to becoming an Accounts Senior will be outlined to you.

Your development will also be regularly reviewed by an Accounts Manager to ensure you're happy with the progression rate. Due to our consistent annual growth rate there is ample opportunity for career progression, we envisage even more opportunities becoming available moving forward as new roles become defined.



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Looking for more information about working with us?

If you have any further questions regarding working with us simply phone 020 3355 4047 and one of our friendly team will be happy to help

ASK THE
TEAM



Connect with us...



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