

A photograph of two women in a professional setting. The woman on the left has long brown hair, a nose ring, and is wearing a black top with a heart-shaped pendant. She is looking down at a smartphone. The woman on the right has long dark hair and is wearing a white lab coat, looking towards the first woman. In the background, there is a desk with various items and a clock on the wall.

TALENTHEADS

blusky

CLIENT RELATIONSHIP MANAGER

Candidate pack | July 2025

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A letter from our Co-founder and CEO

Seventeen years ago, Dave Gibson and I took a leap of faith. We set out to build something different - an accounting firm that wasn't limited by traditional ideas of what accountants should be, but shaped by what accountants can be.

Since then, Blu Sky has grown and evolved in ways we never could have imagined. We've built an incredible team, worked with businesses across the UK and beyond, and constantly pushed the boundaries of what's possible for our clients.

But one thing has stayed the same: we believe that our success should never come at the expense of people or the planet. That's why, in 2024, we made a firm commitment to becoming a B Corp. One year on from certification, I couldn't be prouder. Over the past twelve months, we've strengthened our team, elevated our client services and embodied our values every single day.

That's not to say it's been easy. The UK's economic uncertainty has made business decisions more complex, with inflationary pressures and high interest rates impacting investments and operational costs. At the same time, climate change is a constant challenge - we've seen record breaking temperatures and rainfall in the same year, a harsh reminder that businesses need to work together to drive meaningful change.

Our B Corp certification isn't just a badge of honour. It's a promise. We're committed to making a tangible, positive impact on the world around us.

Jon Dudgeon
Co-Founder and CEO

About Blu Sky



Blu Sky is a high growth cloud accountancy firm and strategic business partner, championing ambitious businesses across the UK and beyond.

At Blu Sky, we do things differently. We help businesses grow sustainably and strategically. We specialise in supporting ambitious scaling businesses, providing expert guidance that ensures financial clarity and long term success. Our approach is built on trust, transparency, and genuine commitment to our clients' ambitions.

Finance is at the heart of any growth journey, not an afterthought. We pride ourselves on the fact we become an extension of our clients' team, providing full access to our finance experts and offering proactive, hands on support at every stage of their journey.

We don't just do accounting - we become an integral part of our clients' growth journey.

We take time to understand their goals and align with their values, helping them sleep at night whilst driving sustainable business growth.

We believe financial strategy should be clear, proactive and tailored to our clients' business goals.

Our approach is built on four key principles:

- 1- Clear Communication**
- 2- Partnership & Accountability**
- 3- Sustainability & Purpose**
- 4- Efficiency & Time Saving**



Blu Sky Values



Do great things

Be able to demonstrate a growth mindset.



Be a pro

Do the right things, have a moral compass.



Have fun

Care about and enjoy what you do.



Job & Person Specification



Salary: £37,000-£50,000 (depending on experience)

Location: North Shields, Tyne & Wear

Reports to: Client Relationship Director

Hours/ working pattern: Full time, permanent. Hybrid working with infrequent travel to client locations.

The Role

Reporting to the Client Relationship Director (CRD) you will be part of a client-focused team, dedicated to providing exceptional service. In this role you will build trusted relationships with clients, proactively guiding them through financial decisions, solving real business challenges, and helping them grow with confidence. Whether it's forecasting, automation, or insightful reporting, your impact will reassure clients that their finances are fully under control.

Purpose

A key part of the Blu Sky client delivery team, you will be responsible for delivering accurate, timely management information, while also supporting clients with cash flow forecasting, payment runs, board reporting, finance process automation, and strategic decision-making. You will provide essential compliance services such as bookkeeping and VAT, but more importantly, you'll add value by taking the pressure off clients when it comes to managing their finances, giving them peace of mind and the headspace to grow their business.

Requirements

Experience:

- Managing and developing client relationships
- Portfolio ownership and service delivery
- Financial advisory and strategic insight
- Bookkeeping and management accounts preparation
- Preparation of statutory accounts and corporation tax
- Reviewing and quality-checking work
- Strong proficiency with Microsoft Office

Qualifications:

- ACA or ACCA qualified (or equivalent)

Desirable:

- Experience networking and building new client relationships
- Familiarity with cloud-based systems (e.g. Xero)



Job & Person Specification Continued

Personal Attributes

- Detail-focused: Accurate and meticulous delivery
- Analytical: Comfortable interpreting financial performance
- Numerical: Enjoys data analysis and working with figures
- Structured: Excellent time management and organisation
- Risk-aware: Anticipates and mitigates issues
- Commercially aware: Understands client business contexts
- Self-starter: Takes ownership of work and client outcomes
- Administrative: Keeps information well-documented
- Resilient: Performs well under pressure and deadlines

Key Performance Indicators (KPI's)

- Timely and accurate management information and VAT submissions
- Year-end accounts delivered within 3 months of year-end
- Client satisfaction and quality of output

Career Progression

Progression is based on performance and alignment with company values. As we continue to grow our client portfolio and advisory services, there will be opportunities to progress over the medium to long term. For the right individual, there may also be the potential to explore equity participation as part of their future with the business.

Benefits

At Blu Sky, we believe work should work for you. That means trusting our people, supporting your wellbeing, and rewarding your impact – with flexibility, fairness, and a healthy dose of fun. Here's what you can expect as part of the Blu Sky team. Find out more about our benefits on the next page



Benefits



Time off that works for you: We

know balance looks different for everyone – and we've built our leave package with that in mind;

- o25 days annual leave (plus bank holidays)

- o1 day off for your birthday – go celebrate!

- o1 wellbeing day – take time for you, or maybe to welcome a new furry friend

- o1 volunteering day – support a cause you care about, on us

Family-friendly support: Whether you're growing your family or navigating change, we've got your back;

- oMaternity leave – 3 months full pay, followed by 3 months at 50% pay (for those returning to work)

- oPaternity leave – 2 weeks full pay, plus an optional 2 weeks at 50% pay

- oNeed flexibility around family life? Just talk to us – we'll listen

Health & peace of mind

- oPrivate medical insurance – available firmwide

- oDeath in service cover – additional security for your loved ones

Smart benefits: Make the most of our salary sacrifice options;

- oElectric car scheme – lease a vehicle while saving on tax

- oMore options in the pipeline – we're always exploring ways to add value

Recognition & reward

- oFirmwide bonus scheme – discretionary, based on overall performance

- oQuarterly strategy days – in-person sessions to reflect, connect and shape our future

Flexibility that's built on trust: We focus on outcomes, not where or when you work;

- oRemote working – work from anywhere, so long as it works for clients and your team

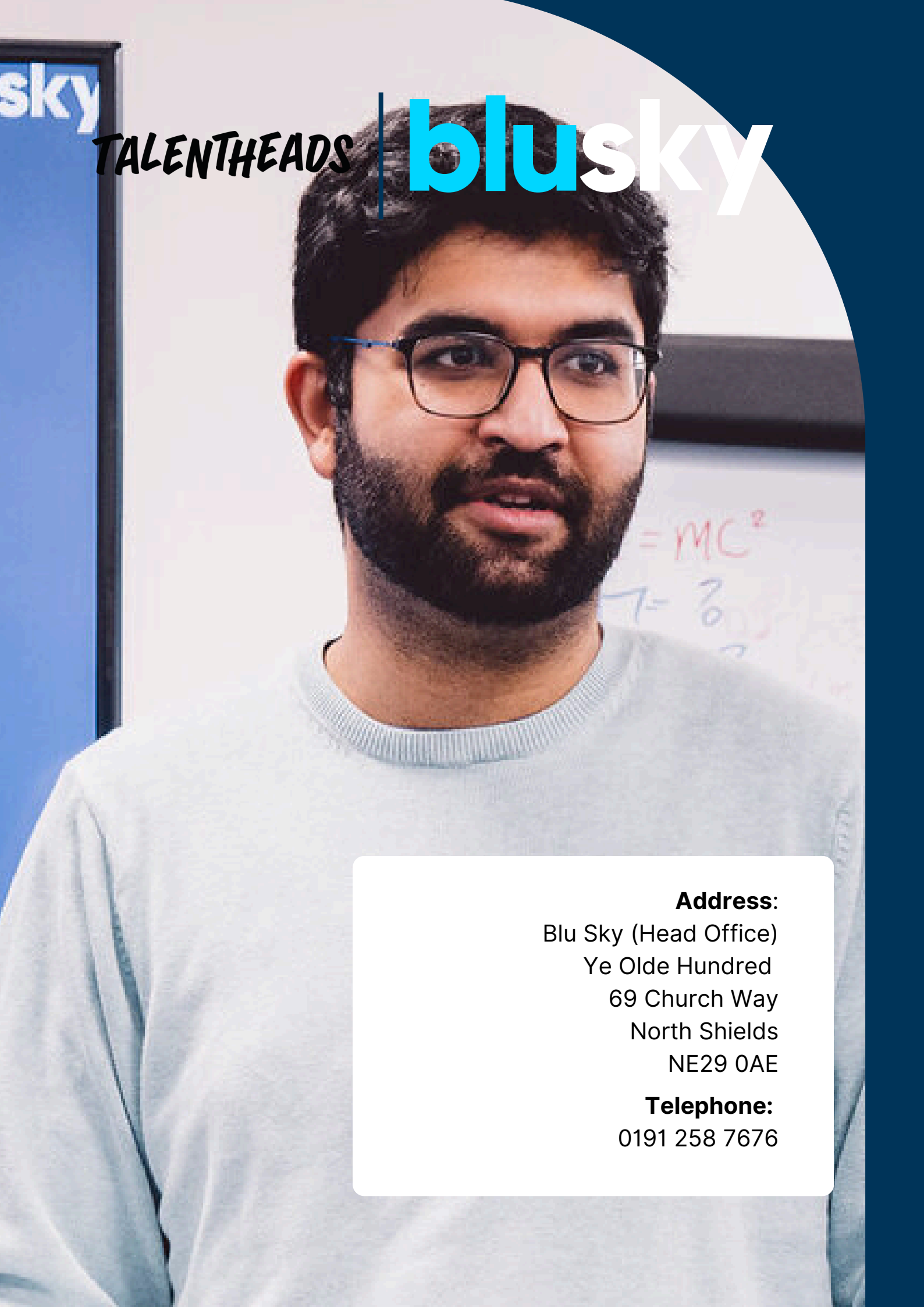
- oFlexible hours – talk to your manager, agree a plan, and go for it

- oOnboarding package – everything you need to hit the ground running

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TALENTHEADS

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