

Senior Manager

Business Advisory & Tax

Brisbane · Team leadership · Pathway to Associate Director

About Yield Advisory

Yield Advisory is an award-winning accounting and business advisory firm working with clients across Australia, with offices in Brisbane, the Sunshine Coast and Sydney.

Our clients are entrepreneurial and growth-minded business owners, entrepreneurs and investors, and we service them across a holistic offering spanning tax advisory, business advisory and financial advisory. Business advisory sits at the centre of what we do rather than at the edges, which shapes how we hire and how we work.

Culture is something we've invested in deliberately rather than described in a values statement. Our awards include Boutique Firm of the Year and Wellness Program of the Year, and we've built a trailblazer culture where people are expected to challenge how things are done and back their own judgement.

The role

As a Senior Manager, you will play a pivotal leadership role in driving the growth and ongoing success of our Brisbane office. Working directly alongside the Managing Director and Partners, you will lead a high-performing team, oversee operational delivery, and actively shape the expansion of our Business Advisory practice.

In this role, you will manage a portfolio of key client relationships and lead advisory engagements end-to-end - from initial scoping through to high-level strategic conversations. You will maintain quality standards by conducting technical reviews of tax and advisory deliverables while driving team performance, workflow management, and professional development. Beyond Brisbane, you will collaborate closely with our Sunshine Coast team and regional offices on cross-location advisory initiatives.

This is a genuine, high-impact opportunity for a commercially minded leader looking to immerse themselves in strategic advisory work and play a visible role in shaping the firm's future.

What you'll be responsible for

- **Leading your team**- workflow, capacity, development and day-to-day performance.
- **A portfolio of client relationships** - you are their advisor and their primary point of contact.
- **Advisory engagements** - scoping, delivery and the client conversation, across our business advisory offering.
- **Technical review** - Reviewing complex tax and strategic advisory deliverables across the team to ensure accuracy, compliance, and commercial alignment
- **Mentoring** - developing Seniors and Supervisors on client handling, workflow and technical judgement.
- **Supporting the Executive Team** - on team performance, strategy and how the Brisbane office grows.

The path to Associate Director

The expectation is that a strong performer in this role progresses to Associate Director within (12–24) months. Progression is based on demonstrated capability rather than tenure, specifically:

- Consistently strong delivery and client retention across your portfolio
- Growth in the portfolio, through both existing relationships and new work
- A team that is visibly developing under your leadership
- Sound commercial judgement on pricing, scoping and risk

The Associate Director role carries a larger team, direct involvement in firm strategy and (a defined pathway toward equity / partnership discussions). We're happy to talk through the detail at interview.

What success looks like in year one

- A stable, profitable and growing portfolio
- Compliance and advisory work delivered on schedule
- Fast review turnaround with low rework
- Measurable development in the team you lead
- Growth in Brisbane team revenue

What we're looking for

You will have 10+ years of public practice experience, including time operating at a senior or supervisory level, and be CA or CPA qualified.

Beyond that, we're looking for someone who:

- Has strong technical capability across financial statements and income tax returns for a range of business clients
- Has a solid grasp of Division 7A, trust distributions and small business CGT concessions
- Can manage a portfolio of compliance and advisory engagements with minimal oversight
- Has experience leading a team, not only reviewing their work
- Reviews work well and gives feedback that develops people
- Is confident managing client relationships directly, including the difficult conversations
- Is experienced with Xero and cloud-based accounting systems
- Has sound judgement about when to escalate

A positive attitude and a sense of humour matter here - the team is friendly and supportive, and cultural fit is something we take seriously.

What we offer

- **Progression** - a defined pathway to Associate Director.
- **Flexibility** - a supportive hybrid environment with adaptable hours to fit your lifestyle and personal commitments.
- **Wellbeing** - an award-winning wellbeing program including gym membership, massages, a social club and more.
- **Development** - CPD and professional memberships covered. Support for further study.
- **The client base** - entrepreneurial business owners who want an advisor rather than a compliance provider.
- **Your birthday off** - every year, on top of your annual leave.

How to apply

Send your CV and a short covering note to careers@yieldadvisory.com.au. If you'd prefer a confidential conversation before applying, call (07) 3111 6980 and we're happy to have an initial chat with anyone considering the move.