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# Example of Acquisition Executive Job Description

Our growing company is looking for an acquisition executive. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for acquisition executive

* Actively contribute to best practice improvements in our talent acquisition methods and approach and knowledge share regularly and openly with talent acquisition colleagues
* Suggest projects to contribute to our overall Talent Acquisition and Employer Branding success and execute projects like Student Development Workshops
* Regularly contribute to our social media presence according to the content calendar on VGSP Careers
* Partner with stakeholders (VP GTA, other GTA peers and business leaders) to develop clear understanding of forward-facing talent needs
* Collaborate with stakeholders to build position briefs and descriptions
* Assess prospective talent for qualification match, cultural fit and
* Present ‘shortlisted’ talent pools, providing detailed profile summaries
* Act as a candidate experience ambassador, ensuring a positive experience at all touch points in the initial attraction and pre-selection process
* Active candidate sourcing and management throughout the recruitment process in close collaboration with hiring manager
* Conducting necessary external research (databases, social networks, ) to source / identify prospective candidates and to develop the company target list

## Qualifications for acquisition executive

* At least 8 years hands-on direct sales experience, with a demonstrated track record of individual, above-quota software sales, worked through a 2 tier distribution model
* Skilled at creating new business opportunities and developing and executing complex selling strategies to win business
* Proven success in selling the value, finding budget, and convincing the prospect to invest
* This person will work closely with the Inside Sales team, Product Specialists and Pre-Sales technical resources
* 2+ years of relationships sales experience
* The ideal candidate will have a blended sales and technical background and be proficient in sales methodologies and processes