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# Example of Development Executive Job Description

Our company is growing rapidly and is looking for a development executive. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for development executive

* Stays abreast of the latest developments, advancements, and trends in the field of Leadership & Organizational Development by attending seminars/workshops, reading professional journals, and actively participating in professional organizations
* Provide organizational support for department
* Responsible for implementing and tracking distributors’ KPI’s
* Flawlessly execute new product development (NPD) strategies, and responsible for achieving agreed NPD targets
* Identify potential gaps versus target, communicate and recommend appropriate solutions
* Accountable for reporting on trade and competitive activity by market
* Sales Leadership/Market Segmentation
* Grow and acquire new business revenue
* Proven ability on portfolio management/ project management/ analytical thinking
* Knowledge of SBS card/payment solutions (ideal)

## Qualifications for development executive

* Financial analysis of solutions to demonstrate compelling financial rationales
* At least 5 years experience in Sales and Business Development
* A professional network, including contacts with prospective clients and referral sources is preferred
* IT literate - Microsoft Office, Email, CRM, Social Media
* You are an excellent and confident communicator - you write with fluency and clarity, your use of language is engaging and convincing and your conversations excite and inspire
* Responsible for selling a range of BSI Product testing services to new and existing customers via high volume B2B, end to end telesales activity