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# Example of Development Executive Job Description

Our growing company is looking for a development executive. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for development executive

* Regular reporting of activity, via weekly and monthly reporting procedures
* Acquisition of new corporate accounts
* Successful achievement of sales targets and ability to surpass them
* Build and grow a pipeline of potential business with high profile medical device and pharmaceutical customers
* Manage active pursuit cycles for new customer acquisition
* Develop and execute sales strategies to expand our business and to drive margin growth
* Close new business and maintain key strategic accounts
* Work collaboratively with support teams from IT, operations, engineering and solutions and establish solid business relationships with the corporate support functions
* Provide market place intelligence about Healthcare industry groups/customers
* Manage and own a sales pipeline which consistently delivers above expectation results

## Qualifications for development executive

* Provide ongoing customer support and clinical, technology and market updates for current customer base
* Bachelor of Arts/Science (or equivalent) from an accredited university required
* Candidate must have demonstrated track record of recent success and sales accomplishments
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* Bachelor’s degree plus successful senior level experience in best-in-class development organizations
* Daily travel will be based solely upon client engagement needs