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# Example of Executive, Business Development Job Description

Our innovative and growing company is looking to fill the role of executive, business development. 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 executive, business development

* Work with clients to ensure a high level of satisfaction and retention to maximise long-term revenue
* Produce regular and timely reports of progress within CGCS
* Liaise with internal colleagues to ensure all customers are happy with our levels of service and offerings
* Represent CGCS and develop networking opportunities at trade exhibitions, events and demonstrations
* Produce regular reports as required by the Senior Management Team
* Recommend business change that can aid the growth of CGCS and increase the revenue streams
* Lead the qualification process of new accounts through direct customer solicitation
* Provide the leadership for the Business Development Executives opportunities to the Company’s organization
* Develop and execute those partnerships that support the Weather Company platform content, distribution and advertising strategies
* Secure broad strategic relationships that contemplate partnering as both a distributor of weather data and content to consumers, reseller of digital local market advertising inventory associated with TWC weather content as a bundled package for local and regional advertisers

## Qualifications for executive, business development

* Proven experience in the area of managed services/legal consulting with regard to processes, solutions and selling to key decision makers
* 2 years of sales experience or fresh graduate
* Candidate should have a minimum of 5-7 years experience winning and closing complex HR/Learning opportunities with Fortune 500 size firms
* Experience in business-to-business relationship development for Big 4 Public Accounting Firm or equivalent professional services firm
* Demonstrated performance in a commission or incentive-based compensation program
* Strong track record of sales, preferably in a professional services environment, required