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# Example of Executive, Business Development Job Description

Our growing company is hiring for an executive, business development. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for executive, business development

* Commercial knowledge to analyse market data and identify new Opportunities
* Strong team working skills, the ability to take the initiative
* Achieving budgeted sales and distribution targets
* Identifying and capitalising on local market opportunities to build sales and profitability
* Working autonomously to manage your monthly call plan and growing accounts
* Negotiating business agreements and commercial initiatives
* Merchandising and activating promotional plans with customers
* To create sales leads using various formats and platforms including
* Sourcing new sales opportunities through outbound cold calls and email
* Understand customer needs and help them realise our benefits, capabilities and ROI

## Qualifications for executive, business development

* Possesses the ability to challenge the customer’s status quo
* Proven client relationships in the IT industry
* Our BDE’s need to have natural flair and strong commercial acumen built into their nature
* Bachelor’s degree and 7+ years of sales experience
* Strong track record of sales required, preferably in a professional services environment
* Excellent communication skills required (verbal and written, including facilitating and presenting)