



Example of VP, Development Job Description

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Our company is hiring for a VP, 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 VP, development

- Proactively communicate product development strategy to clients, solicit meaningful feedback, and provide this to the CJ product teamLead upsell opportunities created by product innovation
- Create vision and processes to drive new revenue/demand sources
- Cultivate and nurture a high performing re seller sales team
- Exceed sales goals while contributing to overall team goals
- Provide product/solution feedback and participate in product/solution evolution for ultimate success
- Collaborate effectively with direct and agency sales leadership
- Exhibit deep understanding of the goals, problems and needs of digital marketing companies
- Leverage current relationships across potential partners
- Prospect, penetrate and develop key re seller relationships
- Accurately forecast and develop business plans that strategically build re seller revenue

Qualifications for VP, development

- Understanding of 360 feedback processes and ability to utilize individual assessment instruments (e.g., MBTI, Disc, EI/ESCI)
- Self starter with ability to juggle multiple assignments and disciplines simultaneously, with stellar communication skills

- 10+ years' experience in publishing circulation with demonstrated management experience
- Must have a solid background paid and controlled print circulation plus the same in developing digital audience for subscriptions and building email lists
- Ability to work collaboratively and possess strong interpersonal skills with the ability to work with all departments