LETTS CONSULT

# Business Development Executive | Virginia Beach / Hampton Roads

**LETTS CONSULT is conducting a confidential search for a Business Development Executive** on behalf of a growing financial services organization in the Virginia Beach/Hampton Roads market.

Are you a high-energy, entrepreneurial business development professional who thrives on **opening doors, building relationships, and creating opportunities**?

This is a unique opportunity for a proven outside sales or business development professional to play a key role in expanding a business development platform and creating meaningful relationships with business owners and senior decision-makers.

The BDE will own the **front end of the business development process**—identifying and researching high-potential prospects, initiating conversations, establishing credibility, understanding business needs, and securing qualified meetings with senior leadership. The role is focused on **prospecting, relationship building, and pipeline creation**, while experienced senior leaders handle the structuring, underwriting, documentation, and closing of opportunities.

The ideal candidate is a **disciplined, persistent, highly motivated sales professional** who is comfortable with outbound prospecting, has a track record of achieving goals, and can engage confidently with business owners and senior executives. **Banking experience is not required**—we are looking for someone who knows how to create opportunities, build relationships, and consistently deliver results.

This is more than a traditional sales position. It is an opportunity to **help build something**, make a measurable impact on a growing organization, and grow your own career as the business expands.

📍 **Location:** Virginia Beach / Hampton Roads
🎯 **Focus:** New business development & relationship creation
💼 **Experience:** 5+ years outside sales/business development
🚀 **Banking experience:** Not required
📈 **Opportunity:** Significant growth potential

**LETTS CONSULT is leading this search and is interested in connecting with accomplished business development professionals who are ready for their next opportunity.**

If you are a proven business development professional who enjoys the challenge of **creating** opportunities where none previously existed, we would like to hear from you.

*Interested in joining the team? Please send your resume to info@letts-consult.com.*