



Experian is a global leader in providing analytical and information services to organizations and consumers to help manage the risk and reward of commercial and financial decisions. We employ more than 15,500 people in over 36 countries, supporting clients in more than 60 countries. Annual sales are in excess of \$3.8 billion (£1.9bn, €2.8bn). Experian Group Limited is listed on the London Stock Exchange (EXPN) and is a constituent of the FTSE-100 index. Our corporate headquarters are in Dublin, Ireland and we have operational headquarters in Costa Mesa, California and Nottingham, UK. Hong Kong is our regional headquarters for the Asia Pacific region and we are currently looking for dynamic talent who would like to build a career in an environment characterized by an open culture, fast-paced, teamwork, customer focus and creativity.

Line of Business: Experian Cheetahmail
Department: Marketing Solutions
Position Title: Business Development Manager (CM-MEL-BDM-00109)
Report To: Director of Sales
Work Location: Melbourne

Roles & Responsibilities:

The Business Development Manager is responsible for:

- Identifying and closing new business opportunities
- Achieving new business sales targets
- Creating and presenting customised presentations
- Negotiating contracts and pricing
- Building and maintaining client relationships

Job Requirement:

- Minimum of 4 years solid Sales and Commercial Experience
- High-performing sales professional who holds a track record of over-achieving goals and consistently closing large deals of all types and complexities.
- Previous experience selling email marketing, web analytics, data or other ASP technology solutions
- University degree qualified majoring in Commerce/Business, Marketing/Communications or IT
- Excellent communication skills
- Ability to deliver successful presentations and product demonstration at Director level
- You are consultative, approachable and your clients trust you
- Detail oriented, pro-active and require little supervision

If you are someone who has a great work ethic and ability to work under pressure and consistently hit your sales targets, this is the role for you.

We offer successful applicants an attractive remuneration package. Interested parties should send their full resume to careers@au.experian.com and quote the vacancy ref. number above.

Only short-listed candidates will be contacted. All information provided by the applicant will be treated in strict confidence and used for recruitment purposes only.



For more company details, please visit www.experiangroup.com