



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 Hitwise
Department: Search Marketing Services
Position Title: Business Development Manager (HW-SYD-BDM-00110)
Report To: Head of Sales - Search Marketing Services
Work Location: Sydney

Roles & Responsibilities:

Core activities will be:

- Build new client base for Pay Per Click (PPC) Advertising and Search Engine Optimisation (SEO) clients
- Utilise all available Hitwise tools, technologies and resources in order to carry out the role and responsibilities of a Hitwise Search Marketing Business Development Manager
- Ensure implementation of the Hitwise Search Marketing Services sales plan
- Develop proposals, agreements & documents for client campaigns
- Continually develop new relationships with partners, preferred suppliers and resellers

Job Requirement:

- 5+ years general sales experience
- Experience with search engine and digital marketing practices would be looked upon favorably
- Strong solution/consultative sales skills
- Successful Sales Achievements
- Passion and interest in the search marketing and online space
- Good written and verbal communication

This is a great opportunity for the right candidate, if you are someone who has a great work ethic and ability to work under pressure and constantly hitting sales targets; this is the role for you.

We offer successful applicants an attractive remuneration package. Interested parties should send 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.

