



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 38 countries, supporting clients in more than 65 countries. Annual sales are in excess of US\$4.1 billion (£2.0bn, €2.9bn). 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 headquarter for Asia Pacific region and we are currently looking for dynamic talents who would like to build career in an environment characterized by open culture, fast-paced, teamwork, customer focus and creativity.

Department: Sales
Position Title: Sales Manager, Decision Analytics, Malaysia
Report to: Managing Director, Malaysia, Singapore & Thailand
Work Location: Malaysia

Roles & Responsibilities:

- The management of the relationship between Experian Decision Analytics and the client to maximize cross sales, profitability and revenue and to retain business from named clients. The delivery of quality services and products that satisfy and exceed the client's expectations

Job Requirement:

- Degree holder in Business related disciplines
- At least 5 years experience and proven track record in the sales to Malaysia/Thailand market in FSI sector. A considerable track record of delivering significant in Sales growth
- Experience in selling complex, high end solutions e.g. collections, origination Basel II etc
- Strong closer for closing the deal from pipeline
- Familiar with the best practices sales models
- Strong C level and VP level connections (being CEO contacts)
- Understanding of the Banking, Government, telecommunication & finance sectors
- Energetic, resulted-oriented, ambition, drive, enthusiasm
- Ability to work in a high pressure, dynamic, fast moving and challenging environment

We offer successful talents an attractive remuneration package. Interested parties please send full resume with current & expected salary and quoting the vacancy ref. no. to Talent Management Manager, Asia Pacific, 3905-08, 39th Floor, New York Life Tower, Windsor House, 311 Gloucester Road, Causeway Bay, Hong Kong or email to careers@ap.experian.com.

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



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