



Experian is a FTSE 100 company and a global leader providing information solutions in consulting, data analysis, credit scoring, related decision support software and various marketing solutions. Employing over 15,000 people in approximately 40 countries, Experian's vision is for its people, data and technology to become a necessary part of every major consumer economy around the world.

Line of Business                      **Experian Decision Analytics**

Position Title:                         Director, EDA Australia & New Zealand

Report To:                                Experian Country MD

Work Location:                         Melbourne or North Sydney

**Experian Decision Analytics** enables clients with large customer bases to manage and automate large volumes of day-to-day decisions around credit risk, fraud management, consulting services and products.

We are looking for a results driven leader to head our Decision Analytics business unit in Australia and New Zealand. Based in either our Melbourne or North Sydney office, you will guide a dedicated team in creating and implementing strategies that achieve and exceed agreed targets for clients and our business.

To be the successful applicant for this position you will be able to:

- Develop, lead and communicate an overall business plan ensuring individual client business development strategies are agreed and actioned.
- Actively manage and monitor the KPIs and financial performance of the business, balancing risk and reward decisions appropriately.
- Through authentic, creative leadership, successfully engage our team of subject matter professionals efficiently and effectively.
- Monitor and identify opportunities in the external market place.
- Develop and maintain strong relationships both internally as well as externally with our client companies at C+ Level.
- Mentor, motivate and retain top performers as part of overall succession and career development.

The successful candidate will have previous experience leading a successful, profitable line of business or division and will also have the following attributes:

- Previous experience of preparing and implementing successful business plans.
- Demonstrated abilities as a people leader.
- Strong analytical and decision making abilities.
- Client focused, passionate and personally driven.
- Solid financial acumen and proven track record managing a P&L
- Strong presentation, negotiation and communication skills.
- Ability to manage the full client cycle from sales through to product delivery.
- Relevant market/industry knowledge and understanding of competitors.

We offer successful applicants an attractive remuneration package. Interested parties may contact Vanessa Walker, HR Director on 02 8907 7279 or send a full resume to [careers@au.experian.com](mailto:careers@au.experian.com) and quote the vacancy ref. number above.

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.experian.com.au](http://www.experian.com.au)