



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 **Marketing Services**

Department: Experian Hitwise– Hitwise Sales, Competitive Intelligence

Position Title: Account Manager CI

Report To: Account Director, CI

Work Location: Sydney

Experian Hitwise is the online Competitive Intelligence service providing insights on how over 25 million internet subscribers interact with millions of websites on a daily, weekly and monthly basis. The service helps online marketers, retailers and publishers grow and protect their businesses and make better, more timely decisions by showing them what's working for their competitors, partners, and affiliates.

Our expanding business is looking for a successful, highly motivated Account Manager to be responsible for maintaining and growing customer relationships within our thriving Competitive Intelligence business.

The key responsibilities are:

- Primary contact with Hitwise clients managing a portfolio of approximately 40 accounts
- Managing client accounts to achieve renewal revenue targets and client retention goals
- Actively managing and accurately forecasting your sales pipeline
- Up-sell existing clients on new Hitwise services as well as discover new sources of revenue within existing clients

Job Requirements:

- Proven track record in successful sales and account management experience
- Previous experience in the digital industry, and a good understanding of marketing principles are advantageous
- Experience working with syndicated research services or ratings service
- Strong presentation and excellent oral and written communication skills
- A diligent work ethic and the drive to "go the extra mile"
- Self driven to succeed with strong interpersonal skills

You will be working in a fantastic team environment, full of likeminded and high energy people based on St Kilda Road.

We offer successful applicants an attractive remuneration package (inc corporate benefits and career development).

Interested parties should send a covering letter outlining how you meet the job requirements and a full resume to careers@au.experian.com quoting 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