



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 Asia Pacific  
Department:                          Credit Services  
Position Title:                        Business Relations Executive  
Work Location:                       Sydney

To assist with the growth of new Credit Services business, we are looking for a proactive individual to provide subject matter expertise in the area of data acquisition and management from primarily public sector organisations; as well as private sector when required. The role will be responsible for managing data supply relationships and data dependencies as it relates to product delivery.

The successful candidate will have the following attributes:

- A proven track record in establishing new business-to-business relationships with external stakeholders in the private and public sector
- Has a strong ability to understand and interpret software technical specifications and business requirements documentation
- Credit risk or analytics industry experience with understanding of the use of data in solutions provided by credit bureaus
- Has an established ability to articulate a business case and present to internal stakeholders
- Effective negotiation skills especially around contract management
- Strong influencing skills, gained in experience in either a vendor management, sales or consulting role
- Result-oriented with the ability to bring closure to strategic and operational data supply issues through working well with internal and external stakeholders; at both a business and technical level
- Advanced oral and written communication skills
- Exceptional organisational, prioritising and time management skills.

The responsibilities of this role entail:

- Conducting primary and secondary research to understand the 'data universe' in Australia as it related to a credit services business
- Aligning data acquisition activities with published/communicated product roadmaps
- Scanning the market for new opportunities to obtain data, or alternative options for existing data
- Being the translator between technical and business level stakeholders in relation to data supply and management
- Building strong relationships between third party vendors and Experian compliance and legal divisions
- Providing data procurement cost inputs into financial reporting, budgeting and product pricing
- Responding to compliance audits and coordinating with internal and external stakeholders as required to meet compliance obligations
- Identifying target accounts, and partner with product and sales to advance data acquisition and data partnership opportunities
- Acting as a front line product expert for data and understanding both the opportunities and limitations of its use.

We offer successful applicants an attractive remuneration package (inc corporate benefits). Interested parties should send a full resume to [careers@au.experian.com](mailto:careers@au.experian.com) and quote the vacancy job title above. All information provided by the applicant will be treated in strict confidence and used for recruitment purposes only.

At Experian, we respect, value and welcome diversity in potential candidates and our people. We have a diverse workforce where talent thrives and where we continually seek to open up more career and development opportunities for all of our people.