



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 Cheetahmail**

Department: Marketing Services, CheetahMail Sales

Position Title: Business Development Manager (CM-SYD-BDM-00210)

Report To: Director of Sales

Work Location: Auckland, New Zealand

Roles & Responsibilities:

Experian CheetahMail is the trusted service provider of online marketing solutions for top enterprises worldwide. Offering industry-leading email marketing and customer intelligence solutions, as well as providing a broad range of client services, Experian CheetahMail enables clients to build data-driven, relevant relationships with their customers.

This expanding business is looking for a highly motivated and successful Business Development Manager join their team and contribute to their rapid growth. In this position you will be responsible for:

- Driving new business growth and identifying business opportunities
- Constantly achieving new business sales targets and driving for results
- Creating and presenting customised presentations, delivering to all levels
- Negotiating contracts and pricing
- Continually building and maintaining client relationships to broaden the CheetahMail client database

Job Requirement:

- Minimum of 4 years solid Sales and Commercial Experience
- High-performing sales professional who holds a track record of over-achieving goals and consistently closing large deals of all types and complexities.
- Previous experience selling email marketing, web analytics, data or other ASP technology solutions
- University degree qualified majoring in Commerce/Business, Marketing/Communications or IT
- Excellent communication skills
- Ability to deliver successful presentations and product demonstration at Director level
- Consultative, approachable and trusted by clients
- Detail oriented, pro-active and require little supervision

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

We offer successful applicants an attractive remuneration package. Interested parties should send a covering letter outlining how you meet the job requirements and a 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. For more company details, please visit www.experian.com.au