



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 Marketing Services**

Department: CheetahMail / Hitwise – Digital Marketing

Position Title: Telebusiness Executive (EMS- MEL-TE-00110)/ (EMS-SYD-TE-00110)

Report To: Sales Director, Melbourne, Australia

Work Location: Melbourne and Sydney

Experian Marketing Services (EMS) combines a variety of marketing solutions covering Email, Search Marketing, Competitive Intelligence and Database Marketing. EMS enables organisations to make data driven marketing decisions that drive increased conversions via multiple online marketing channels. Combining these complimentary online marketing solutions, EMS is uniquely positioned to offer a robust digital marketing solution for all types of organisations

This expanding business is looking for a **Two Telebusiness Executives** that are highly motivated and looking to progress their career supporting two successful sale teams. They will be responsible for:

- Research and articulate business benefits of Experian's digital solutions (Hitwise CI / Search Marketing and CheetahMail)
- Generating new business sales opportunities for both sales teams
- Assisting the sales team with research and content for proposals and contracts
- Attending sales meetings across the territory with business development managers.
- Proactively research, analyse, disseminate and maintain market intelligence information from a variety of third party data sources on prospect accounts
- Analyse and interpret sales results to gain deeper understanding of lucrative business opportunities
- Assist sales team with the creation and development of effective presentation materials

Job Requirement:

- 1+ years experience in sales support role, ideally within a direct marketing or on-line marketing
- Experience using various information resources including on-line databases, publications, etc.
- Degree qualification.
- Strong understanding of on-line marketing.
- Ability to handle multiple and changing priorities.
- Strong capability to quickly identify relevant prospect opportunities.
- Work effectively, independently and in a team environment.
- Excellent communication skills verbal and written
- Experience with Microsoft products and CRM tools preferred

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