



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
Department: Sales
Position Title: Account Director
Report To: Head of Sales, EDA, Australia/New Zealand
Work Location: Melbourne

To direct the sales growth of **Decision Analytics** business in the Financial Services vertical market primarily through the development of existing customer relationships, in addition to new customer acquisition.

The responsibilities of this role entail:

- Managing key clients – maintaining and developing effective relationships, increase existing business while seeking out new opportunities.
- Soliciting and maintaining favorable contact with current and potential prime accounts at an executive level.
- Conducting sales and service negotiations with those responsible for making decisions.
- Collecting information which may affect sales progress so that it may be dealt with in a professional manner.
- Continually promoting features of the company's products and services.
- Participating in customer demonstration or promotional seminars.
- Keeping informed on company contract procedures and product/service prices.
- Maintaining regular and structured communication with UK based vertical market subject matter experts.
- Proactively collaborating with other sales and technical representatives in all lines of business across Experian.

The successful candidate will have the following attributes:

- Extensive experience in strategic sales / account management or business consultancy.
- Proven experience in dealing with and presenting to large corporate companies.
- Knowledge of financial services industry an advantage but not essential.
- Be able to demonstrate results in strategic relationship management and solution selling.
- Excellent Presentation/Time Management/Communication Skills.
- Professional, honest, bright and prepared to offer 110% effort.

We offer successful applicants an attractive remuneration package (inc corporate benefits). Interested parties should send a full resume to 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.