



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:                          Experian Footfall Sales

Position Title:                        Business Development Manager (FF-SYD-BDM-00110)

Report To:                              Footfall Director A/NZ

Work Location:                        Sydney, Australia

**Experian FootFall** helps Retailers and Retail Property owners to optimise site performance based on measured consumer behavior. Our detailed analysis of a customer movement, staffing and sales performance provides our clients with key insights needed to realise their business improvement opportunities in their sales, customer service and marketing teams.

This expanding business is looking for a highly motivated and successful Business Development Manager to join their team and contribute to their rapid growth. Their key responsibilities will be:

- Focusing on the acquisition of new business opportunities within the retail and retail property sector.
- Opening up new accounts and then building on existing usage by cross selling and up-selling within these accounts.
- Maintaining and expanding relationships with key contacts in order to build trust and grow revenues from these accounts.
- Supporting the renewals process in securing and protecting existing revenues and opportunities within current client accounts.

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 experience in a B to B environment, ideally in the retail or retail property industries
- 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 able to work autonomously.

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](mailto: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](http://www.experian.com.au)