



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 Hitwise
Department:	Marketing Services, Hitwise Sales, Search Marketing Services
Position Title:	Business Development Manager (HW-MEL-BDM-00310)
Report To:	Head of Sales - Search Marketing Services
Work Location:	Melbourne

Experian Hitwise is the online Competitive Intelligence service providing insights on how over 25 million internet subscribers interact with millions of websites on a daily, weekly and monthly basis. The service helps online marketers, retailers and publishers grow and protect their businesses and make better, more timely decisions by showing them what's working for their competitors, partners, and affiliates.

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:

- Grow the Hitwise client base for Pay Per Click (PPC) Advertising and Search Engine Optimisation (SEO) clients
- Possess strong prospecting capabilities in order to achieve monthly meetings quota, achieve revenue targets and constantly driving for results.
- Utilise all available Hitwise tools, technologies and resources in order to carry out the role and responsibilities of a Hitwise Search Marketing Business Development Manager
- Ensure implementation of the Hitwise Search Marketing Services sales plan
- Develop proposals, agreements and documents for client campaigns
- Continually develop profitable new relationships with partners, preferred suppliers and resellers

Job Requirement:

- 5+ years general sales experience
- Experience with search engine and digital marketing practices would be looked upon favorably
- Strong solution/consultative sales skills
- Successful Sales Achievements
- Passion and interest in the search marketing and online space
- Good written and verbal communication

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