



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 Hitwise, Competitive Intelligence Sales

Position Title:                     Business Development Manager, CI (HW-MELB-CIBDM-00111)

Report To:                         Sales Director, Hitwise CI

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 timelier decisions by showing them what's working for their competitors, partners, and affiliates.

Our growing business is looking for a successful, highly motivated Business Development Manager to join our team and contribute to our rapid growth. In this role you will need to:

- Grow the Hitwise Competitive Intelligence client base
- Possess strong prospecting capabilities in order to achieve monthly meetings quota and achieve revenue targets.
- Be proactive in participating in the growth of the Hitwise Competitive Intelligence Services business (including providing recommendations for product enhancements, pricing considerations, process improvements etc)
- Utilise all available Hitwise tools, technologies and resources in order to carry out the role and responsibilities of a Hitwise Competitive Intelligence Business Development Manager
- Ensure implementation of the Hitwise Competitive Intelligence Services sales plan
- Develop proposals, agreements and documents for prospecting campaigns
- Continually develop new relationships with partners, preferred suppliers and resellers
- Build referral and other lead generation networks

Job Requirements:

- Proven track record in successful sales achievements and continually meeting targets
- Excellent written and verbal communication
- Strong solution/consultative sales skills
- Experience with digital marketing practices would be looked upon favourably
- Passion and interest in the online digital space
- Self driven to succeed with strong interpersonal skills

This is a great opportunity for you if you are someone who has a successful history of meeting your sales targets, accompanied with a great work ethic and ability to work under pressure. We offer successful applicants an attractive remuneration package (inc corporate benefits and career development).

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) quoting the vacancy ref. number above.

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)



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