



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, Sales, Search Marketing Services

Position Title:                         Business Development Manager

Report To:                                Head of Sales Experian Hitwise

Work Location:                         Sydney

**Experian Hitwise's Search Marketing** division leverages the 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.

Our growing business is looking for a successful, highly motivated Business Development Manager to join our team and contribute to our rapid growth. It's a great opportunity 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.

In this role you will need to:

- 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 new relationships with partners, preferred suppliers and resellers

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

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 title 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)