



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 QAS

Position Title: Key Account Manager (QAS-MEL-KAM-00110)

Report To: Regional Sales Manager (Vertical)

Work Location: Melbourne

Roles & Responsibilities:

Experian QAS a highly successful and fast growing business that has become a world-leading supplier of address management solutions with its range of QAS software. Experian QAS are looking for someone to continue to build and expand our presence in Melbourne within the Corporate, SME and mid market space for our thriving organization.

This expanding business is looking for a highly motivated and successful Key Account Manager to join their team and contribute to their rapid growth, they will be responsible for:

- Opening up accounts and then building on existing usage by cross selling and up-selling within these accounts.
- Maintaining and expanding the relationship with key QAS contacts and build strong relationships in order to build trust and use that as a base to grow revenue.
- Managing all opportunities through to closure of the deal
- Responsible for gaining an understanding of how clients currently capture, manipulate, utilise their address database in order to advise on the best product solution

Job Requirements:

- You must have a proven track record in generating new business and be successful in continuing to build and expand business within the Tier 1 to Tier 2 market space
- Four (4) years of successful software solution sales experience.
- Strong demonstrated sales records selling to private mid-market sector and large corporate organisations
- Tertiary Qualified
- Experienced Business Development Management and New Business focused skills
- Excellent Presentation/Time Management/Communication Skills
- A professional, outgoing and bright individual prepared to offer 110% effort.

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