



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 QAS
Department: Marketing Services
Position Title: Senior Account Manager (QAS-SYD- SAM-00210)
Report To: Regional Sales Manager – Direct Northern Region
Work Location: Sydney

Roles & Responsibilities:

- Predominantly a new business role.
- Opening up accounts and then building on existing usage by cross selling and up-selling within these accounts.
- Maintain and expand the relationship with key contacts within these accounts in order to build trust and use that as a base to grow revenue.
- Manage 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:

- Four (4) years of successful software solution sales experience.
- Strong proven 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.

We are looking for someone with a proven track record in generating new business and who has have proven success in building and expanding business within the SME and mid market space.

We offer successful applicants an attractive remuneration package. Interested parties should send 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

