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-NZ- SAM-00110)
Report To:	Director of Sales New Zealand
Work Location:	Auckland, New Zealand

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 New Zealand within the Corporate, SME and mid market space for our thriving organisation.

This is predominantly a new business role you 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 contacts within these accounts in order to build trust and use that as a base to grow revenue.
- Managing all opportunities through to closure of the deal
- Gaining an understanding of how clients currently capture, manipulate, utilise their customer database in order to advise on the best product solution

Job Requirements:

- Minimum of three (3) years solution sales experience.
- Proven track record in overachieving sales targets
- Proven experience in dealing with and presenting to large corporate companies.
- Tertiary Qualified
- Proven Business Development Management and New Business focused skills
- Strong knowledge within the IT market place
- Excellent Presentation/Time Management/Communication Skills
- Must be a Team Player
- Professional, honest, bright and 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