



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	<b>Experian Marketing Services</b>
Department:	Experian QAS
Position Title:	Account Manager
Report To:	Regional Sales Managers - Direct
Work Location:	Sydney

**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.

We are looking for someone to continue to build and expand our presence in our Southern region within the Corporate, SME and mid market space for our thriving organization. This is a great opportunity for you if you are someone who is looking for the next step in your sales career, accompanied with a great work ethic and ability to work under pressure.

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.
- 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:

- Previous experience working in a sales environment and strong customer service experience.
- Proven experience in dealing with and presenting to large corporate companies.
- Proven generating new business focused skills.
- Strong knowledge within the IT market place.
- Excellent presentation/time management/communication skills.
- Able to demonstrate being a team player.
- Professional, honest, logical self starter

We offer successful applicants an attractive remuneration package (inc corporate benefits). Interested parties should send a full resume to [careers@au.experian.com](mailto:careers@au.experian.com) and quote the vacancy job title above.

All information provided by the applicant will be treated in strict confidence and used for recruitment purposes only.

At Experian, we respect, value and welcome diversity in potential candidates and our people. We have a diverse workforce where talent thrives and where we continually seek to open up more career and development opportunities for all of our people.