



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: Senior 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 Northern region 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.
- 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:

- Proven track record in overachieving sales targets, ideally in a solution sales environment.
- Proven experience in dealing with and presenting to large corporate companies.
- Degree qualification preferred.
- Proven Business Development Management and 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

This is a great opportunity for you 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.

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 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