



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:	State Manager
Report To:	Regional Sales Manager (Direct)
Work Location:	Melbourne

**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 highly motivated and successful sales professional to join our team and sell address management software solutions to the private mid-market sector and large corporate organisations, within Western Australia, South Australia and Tasmania regions.

You will be responsible for:

- Opening up accounts and building on existing usage by cross selling and up-selling within nominated regions
- Maintaining and expanding the relationship with key QAS contacts and building strong relationships in order to establish trust and grow revenue.
- Managing all opportunities through to the closure of the deal.
- Developing a clear understanding of government procurement processors and procedures.
- Gaining an understanding of how clients currently capture, manipulate and utilise their address database in order to advise on the best product solution.
- Travelling on a regular basis to visit clients in your nominated sales regions

Job Requirements:

- Proven track record in overachieving sales targets, ideally in a solution sales environment.
- Worked within a new business development role previously
- Proven experience in dealing with and presenting to large corporate companies.
- 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 in a fast paced environment.

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](mailto:careers@au.experian.com) quoting 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](http://www.experian.com.au)