



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 Asia Pacific
Department: Credit Services
Position Title: Business Development Manager (2 roles)
Work Location: One role in Sydney and One role in Melbourne

As part of our team and product capability expansion in the Australia market, we are looking for key people to join our Credit Services Sales organisation in a start up opportunity. You will help us launch into the local market and actively support the Bureau success through early and ongoing submission of data from target organisations. You will achieve budgeted sales and profitability objectives for targeted new organisations and maximise opportunities for profitable new business as identified in the divisional sales plans.

The successful candidate will have the following attributes:

- Proven track record in overachieving sales targets, ideally in a solution sales environment.
- Basic knowledge and understanding of credit, risk or retail banking.
- Confident and persuasive verbal and written communication skills.
- Strong interpersonal skills with the ability to influence internal and external client stakeholders.
- Knowledge and understanding of the client buying process.
- Effective negotiation and listening skills.

The responsibilities of this role entail:

- Achieving overall objectives in sales and new business development.
- Identifying key data contributors and business opportunities (both short term and long term), ensuring that the sales pipeline is consistently maintained, and overall new business development objectives are translated into deal closures.
- Managing the development and implementation of detailed business development plans (including setting sales targets) by potential new client/product.
- Overseeing the negotiation, execution and follow up of key client assignments; analysing issues and providing feedback to both internal employees and external client executives.
- Ensuring that business development activities are carried out to optimise opportunities for profitable business.
- Providing accurate and timely sales forecasting, management reports and undertake effective planning processes.
- Taking responsibility for the quality and currency of Oracle CRM systems, Siebel On Demand, and maintain client contacts at gold standard
- Reporting regularly on issues which may affect performance, reliability, quality and timeliness of delivery.
- Protecting and enhancing client and other external relationships critical to the success of the organisation by personally developing and maintaining influential relationships at all levels with clients.
- Monitoring and supporting outcomes to ensure optimum client satisfaction and a smooth and efficient handover of new clients to Account Management Teams.
- Understanding client, competitor and market trends, and providing timely feedback and analysis and work closely with the specialist sales team to ensure knowledge is current
- Facilitating cross-selling and business development opportunities for colleagues in the wider Experian Group

We offer successful applicants an attractive remuneration package (inc corporate benefits). Interested parties should send a full resume to 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.

Great people, growing business