



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: Head of Sales
Work Location: Melbourne

As part of our team and product capability expansion in the Australia market, we are looking for a successful sales leader to join our Credit Services organisation in an exciting start up career opportunity. You will help us launch into the local market by setting, driving and achieving budgeted data collection, sales and profitability objectives for assigned markets. You will support us from a start-up to a fast growing and sustainable customer centric business, protecting the revenue base and maximising opportunities for profitable business as identified in the business units strategic sales plan.

The successful candidate will have the following attributes:

- Proven knowledge and experience of the application of Business and Strategic Planning Methodologies.
- Budgeting knowledge.
- Strong financial analysis abilities.
- Organisational design and development experience.
- Demonstrated leadership skills.
- Proven business to business experience.
- Understanding of Experian products and service provision.
- Proven experience of £500k plus tender opportunities.
- Advanced experience of strategic marketing.
- Understanding of the stakeholder environment.
- Excellent networking, interpersonal and communications skills.
- Personal business contacts across the most senior levels within client portfolio.
- Proven conference speaking and workshop facilitation abilities.
- Awareness of the product development life cycle.
- Appreciation of latest best practice in customer care and retention.

The responsibilities of this role entail:

- Achieving overall business goals and objectives in sales and new business development.
- Establishing, leading and motivating managers and sales personnel to achieve their targets through coaching, providing personal support and taking action where necessary.
- Instilling within the sales function a culture of full accountability for error free pre-sales, delivery and after-sales systems
- Developing and delivering the strategic plan for account management of existing accounts.
- Identifying, quantifying and developing on-going and new sales within existing clients, as determined by the Strategic Sales Plan.
- Preparing and implementing internal financial plans, budgets, administrative systems and processes to maximise the use of resources and manage cost.
- Maximising Experian's opportunities to sell and cross-sell with current clients.
- Reviewing and implementing organisational structures, policies and processes to support and enhance the achievement of sales plans.
- Researching and analysing clients' business needs, developing tactics for key negotiations to achieve profitability targets, personally leading and/or participating in major bid/negotiation teams as appropriate
- Ensuring all markets and component sales territories are thoroughly researched, sized and analysed for opportunity over the short, medium and long term.
- Developing and managing appropriate sales verticals, identifying and evaluating new business opportunities.



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- Providing accurate and timely sales forecasting and ensure effective planning processes are adopted.
- Taking personal responsibility for developing and maintaining a network of contacts internally and externally.
- Ensuring that appropriate account management activities are carried out to optimise opportunities for profitable business, both over the short and long term.
- 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 clients have a smooth and harmonious experience of the sales process delivered by Experian by monitoring outcomes to ensure optimum client satisfaction and retention.

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.