



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:                        Sales Manager  
Work Location:                        Sydney

As part of our team and product capability expansion in the Australia market, we are looking for a talented individual to join our Credit Services Sales organisation in a start up opportunity. You will help us launch into the local market by identifying, developing and closing new opportunities. This will be demonstrated through early and ongoing submission of data from target organisations and delivery of long term sustainable revenue growth for the business.

The successful candidate will have the following attributes:

- An understanding of new technologies and their business application.
- Experience of consultancy based selling and proposition development.
- Advanced proposal writing and presentation abilities.
- Awareness of enterprise architectures and solution design.
- Commercial acumen including finance, legal and risk management.
- Leadership skills and experience of managing big teams and resources.
- Knowledge of Experian products and service provision.
- Proven experience of managing £2m plus tender opportunities.
- Advanced experience of tender best practice.
- An understanding of the stakeholder environment and strong interpersonal skills.
- Excellent networking and communications abilities.
- Demonstrate proven conference speaking and workshop facilitation.
- Have an awareness of the product development life cycle.

The responsibilities of this role entail:

- Achieving overall business goals and objectives in sales and new business development.
- Establishing, managing and motivating a successful team of high performing sales people.
- 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.
- Providing accurate and timely sales forecasting and planning processes, developing short, medium and long term business development initiatives and programmes to achieve personal in year targets and contribute to the overall team and business unit growth plans.
- Ensuring that business development activities are carried out to optimise opportunities for profitable business.
- Overseeing the negotiation, execution and follow up of key client assignments; analysing issues and providing feedback to both internal employees and external client executives.
- Protecting and enhancing client and other external relationships critical to the success of the organisation by personally developing and maintaining influential relationships at Senior Management level in key clients.
- Monitoring competitor activity, and making recommendations on the strategic impact of any changes in focus and positioning.

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.