



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 Decision Analytics  
Department: Sales  
Position Title: Account Director (EDA- MEL-AD-02010)  
Report To: Head of Sales, EDA, Australia/New Zealand  
Work Location: Melbourne

**Roles & Responsibilities:**

To direct the sales growth of Decision Analytics business in the Financial Services vertical market primarily through the development of existing customer relationships, in addition to new customer acquisition.

- Manage key clients – maintaining and developing effective relationships, increase existing business while seeking out new opportunities.
- Solicit and maintain favorable contact with current and potential prime accounts at an executive level.
- Conducts sales and service negotiations with those responsible for making decisions.
- Collects information which may affect sales progress so that it may be dealt with in a professional manner.
- Promotes features of the company's products and services.
- Participate in customer demonstration or promotional seminars.
- Keeps informed on company contract procedures and product/service prices.
- Maintains regular and structured communication with UK based vertical market subject matter experts.
- Proactive collaboration with other sales and technical representatives in all lines of business across Experian.

**Job Requirement:**

- Minimum 5 years experience in strategic sales / account management or business consultancy.
- Proven experience in dealing with and presenting to large corporate companies.
- Knowledge of financial services industry an advantage but not essential.
- Be able to demonstrate results in strategic relationship management and solution selling.
- Excellent Presentation/Time Management/Communication Skills.
- Professional, honest, bright and prepared to offer 110% effort.

We offer successful applicants an attractive remuneration package. Interested parties should send full resume to [careers@au.experian.com](mailto:careers@au.experian.com) and quote the vacancy ref. number above.

Only short-listed candidates will be contacted. 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)

