



is a global leader in providing analytical and information services to organizations and consumers to help manage the risk and reward of commercial and financial decisions. We employ more than 15,500 people in over 38 countries, supporting clients in more than 65 countries. Annual sales are in excess of US\$4.1 billion (£2.0bn, €2.9bn). Experian Group Limited is listed on the London Stock Exchange (EXPN) and is a constituent of the FTSE-100 index. Our corporate headquarters are in Dublin, Ireland and we have operational headquarters in Costa Mesa, California and Nottingham, UK. Singapore is our regional headquarter for the Asia Pacific region and we are currently looking for dynamic candidate who wants to build a career in a fast paced, teamwork oriented environment where customer focus and creativity is key.

Line of Business: Marketing Services
Position Title: **Business Development Manager, South China**
Work Location: Hong Kong

Business Development Manager

As a Business Development Manager, you will be responsible to acquire new clientele base to build a sustainable sales pipeline for the Marketing Services business including cross-selling of Marketing Services products to existing clients. You will also play a crucial role in the ability to initiate and develop strong working relationships either internally or externally, proposal preparation and product support to the Marketing Services Team.

If you have solid marketing solutions sales experiences locally and understanding of digital marketing space, with excellent sales record, you are the one that we are looking for.

Roles & Responsibilities:

- To develop new customer acquisition of Marketing Services products and increase business market share in Hong Kong
- Qualify leads / prospects and respond to enquiries from prospects and clients
- Capable of conducting of product presentations and demonstrations to prospect / client
- Maintaining high level of customer relationships as well as customer satisfaction on all Marketing Services products to client
- To prepare Proposals and managing of contracts for the client
- Identify areas of improvement on customer utilization and propose proper value added services to the business

Job Requirement:

- Minimum having a 6 years of solid marketing solutions sales experience locally
- Experience in Digital Marketing Space and have good connection in clientele database for networking
- Customer Segmentation and Campaign Management Solution is preferred
- Excellent proven sales track record
- Experience in proposal preparation
- Able to communicate with different levels and possess excellent negotiation skills for the role
- Outgoing and dynamic personality with strong interpersonal skills

We offer successful applicants an attractive remuneration package. Interested parties please send a full detailed resume with current & expected salary to careers@ap.experian.com and quote the vacancy ref. [Position Title] to HR Dept.

Only short-listed candidates will be contacted. All information provided by applicant will be treated in strictly confidence and used for recruitment purpose only.