



## JOB DESCRIPTION | Presales Consultant (Decision Analytics)

Experian is looking for a Presales Consultant to join our Decision Analytics team in Seoul. This exciting role centres around delivering a high quality experience to our customers during the acquisition, onboarding and solution delivery stages. In addition you'll provide comprehensive and technical support to the sales team spanning best-in-class onboarding, customer management, fraud prevention and debt management solutions. You will help develop value propositions and serve as a trusted advisor to customers.

Experian Decision Analytics provides consulting, analytics, software and services that to help clients to make demonstrably better, more profitable decisions about their customers. We enable our clients to: Identify the most profitable segments, detect and manage fraud, reduce the risk of acquisition and origination, actively manage their portfolio dynamics, and optimize the collections and recovery of debt. Our software and consulting is a way for us to create more long-term client relationships and a more effective way for us to embed our range of analytic and data services.

### What you'll need to bring to the role

- **Approximately 5 years' experience consulting for either data quality, marketing or consumer related technology solutions in a commercial environment**
- An understanding of common corporate IT/analytics/marketing execution environments and platforms, off-line and digital
- **Excellent questioning and business analysis techniques in order to identify customer needs, design business processes and identify and track business and technical requirements**
- Project management experience, particularly with projects involving both client and internal stakeholders

### What you'll be doing

- You will work to calculate and clearly articulate projected ROI/business benefits of solutions to customers as well as clearly articulate designs and requirements to delivery & development teams
- You will work with users to formulate and document business requirements
- **You will act as an internal liaison between sales, delivery and product teams and ensure the commercial and technical viability of client solutions**

### More about you

- Comfort juggling numerous priorities in a fast-paced working environment
- **Experience working with data and using data to tell a story that supports a business strategy**
- Proficiency in the application of Experian data, software and services would be an advantage, but not essential
- Knowledge of some common tools (e.g. ETL, GIS, Data Quality) and languages (e.g. Java, SAS, SPSS, R, SQL) would be an advantage

### Why this role is critical to us

- Our business only thrives if we're **effectively supporting our sales and technical experts to meet client needs**
- This team is integral to delivering successful client outcomes that align to their business goals

### Why us

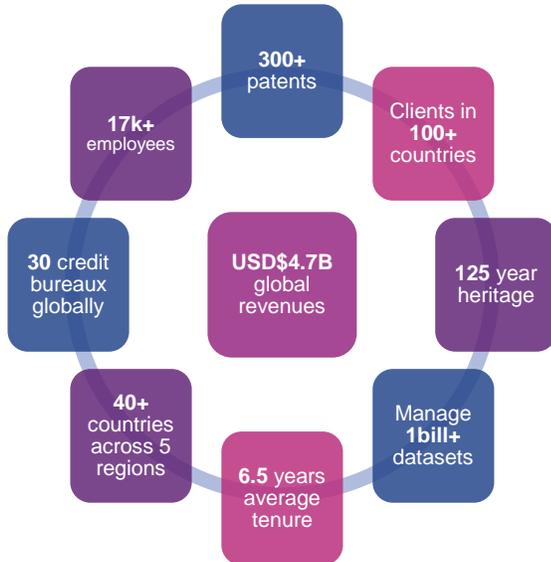
- We're a high-performance and driven team but we don't forget to celebrate success
- **We offer strong career and international opportunities for high performers**
- We're one of the most successful teams in Experian globally
- We invest heavily in our products and our people
- **We offer training and support** from experienced consultants and managers, and dedicated learning & development time

## Role and Experian Summary

**Role Location:**  
**Business Unit:**  
**Grade:**  
**Reports to:**  
**Number of direct reports (if applicable):**  
**Travel:**  
**Incentive Structure:**

Seoul | South Korea  
Decision Analytics  
EB 8  
GM Korea  
N/A  
Minimal (<15%)  
**Total Contract Value Commission (Delivery/Consulting)**

### Experian by Numbers



### Experian's a leading Analytics Enterprise

We're passionate about unlocking the power of data in order to transform lives and create opportunities for consumers, businesses and society. For more than 125 years, we've helped businesses grow, consumers and small businesses gain access to financial services, and economies and communities flourish – and we're not done

**Our 17k amazing employees in 40+ countries** believe the possibilities for you, and the world, are growing. We're investing in the future, through new technologies, talented people and innovation so we can help create a better tomorrow

To do this we employ the greatest and brightest minds that share our purpose and want to make a difference. We're avid problem solvers. We embrace our diversity yet share similar values and growth mindsets

**What's your next professional and personal goal?** Let Experian help bring this to life

### Culture at Experian

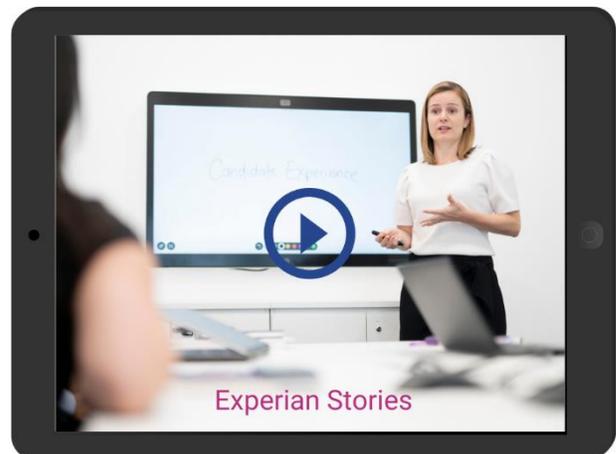
**Our uniqueness is that we truly value yours.**

Experian's culture, people and environments are key differentiators. We take our people agenda very seriously. We focus on what truly matters; diversity and inclusion, work/life balance, flexible working, development, engagement, collaboration, wellness, reward & recognition, volunteering... the list goes on

**We're an award winning organisation due to our strong people focus**

Experian isn't just growing, we're leveraging cutting edge data science, design thinking and passion to build tomorrow's credit solutions. Innovation is a critical part of Experian's DNA and culture

### Transforming Lives with Data & Analytics [<2 min video]



#BusinessConsulting #PreSales #ValuePropositionCreation #BusinessAcumen #DecisioningSolutions