

## **POSITION POSTING – Business Development Executive**

**Location: London, UK.**

This is a unique opportunity for a business development executive / manager with 3-6 years sales experience in alternative data to join a fast growing Fintech firm.

To apply please submit your [cover letter and CV](#) to [hr@neudata.co](mailto:hr@neudata.co) Applications without a cover letter will not be considered.

### **COMPANY**

Headquartered in London, with offices in NYC and Shanghai, FinTech firm Neudata is the only objective and neutral data scouting service that is dedicated to finding alpha-generating data for investment professionals. In just four years, Neudata has grown to be the number one provider of data scouting services to investors globally, and is now gearing up to continue its rapid growth by launching new products, and entering new market segments and verticals.

Neudata's Software as a Service (SaaS) catalogue of 5000+ dataset reports provide tools for users to easily search, source, compare and manage the best global alternative data providers, while leveraging real-time insights from its team of expert research analysts based in London, New York and Shanghai. Neudata has achieved a reputation for excellence and objectivity, powered by its independence from the data providers it covers (no revenue shares or commissions from the data vendors it covers).

### **JOB DESCRIPTION**

Global new business sales to the buy-side: Develop and close revenue bearing opportunities with data and technology driven firms including asset managers, hedge funds and private equity firms, corporations and consultants.

This is an excellent opportunity for someone with a few years of sales experience selling to the buy-side, ideally in alternative data, to join a fast growing and globally expanding FinTech firm.

### **ROLE RESPONSIBILITIES**

- Deliver client pitches and presentations, present at internal and external events.
- Develop and close opportunities throughout the pipeline, from new leads through evaluation and trial to close.
- Generate your own leads, and capitalise on leads generated by an effective content marketing programme.
- Develop relationships with prospects; maintain those relationships into client-status.
- Hit quotas for new business and retention, with a significant focus on new business.

### **YOU SHOULD HAVE**

- 3-6 years experience in alternative data / research / SaaS sales within Financial Services (buy-side focused), ideally in alternative data.
-



- Track record in closing deals within the FS industry and hitting significant quotas.
- Consultative selling and negotiation skills.
- Experience in selling at CIO / Portfolio Manager / Director of Research level.
- Knowledge of asset management and fundamental strategies would be highly advantageous, as would completed / partial CAIA / CFA qualifications.
- Organized approach, capable of handling a large number of prospects and deals.
- Degree in Business, Economics or a related field preferred.

#### **COMPENSATION**

- Competitive base salary and sales commission plan.
- Paid study leave and volunteering days.
- Flexible WFH and office based work.
- Applicants must be already eligible to work in the UK.
- Please submit your CV with cover letter to HR@neudata.co
- Applicants should be available immediately or ASAP.

This is a fabulous opportunity to be part of an innovative start-up which is at the centre of a data-driven paradigm shift in the Asset Management and FinTech industries.

---