

POSITION POSTING – Business Development Manager – ESG Focus (London based)

LOCATION: London

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

To apply please submit your cover letter and CV to 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 value adding data for strategists and data science professionals across industries. In just five years, Neudata has grown to be the number one provider of data scouting services to investment management 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) platform provides tools for users to easily search, source, compare and manage the best global external data providers (from a universe of 5,800 dataset reports), 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).

JOB DESCRIPTION

ESG has become a major focus for Neudata's clients across industries –particularly within public and private equity & credit markets. "ESG" was the most searched for term on the Neudata platform in 2020.

You will be responsible for new business sales to data-buying organisations, with a particular (though non-exclusive) focus on ESG / Responsible Investing teams and functions. You will

develop and close opportunities in multiple verticals, including Investment Management, Professional Services and Corporations.

This is an excellent opportunity for someone with a few years of sales experience selling ESG data, ratings or services, 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.
- Identify and close upsell opportunities within an existing client book.
- Hit quotas for new business and retention, with a significant focus on new business.
- Build Neudata's brand and reputation specifically with ESG investors and strategists.

YOU MUST HAVE

- 3-5 years experience in data / research / SaaS sales within Financial Services. At least 2 years experience selling ESG products or services to this market.
- Track record in closing deals within the FS industry and hitting significant quotas.
- Consultative selling, Relationship building and negotiation skills.
- Experience in selling at CIO / Portfolio Manager / Director of Research level.
- Knowledge of key ESG topics, strategies and factors, and a passion for the use of data within ESG.
- 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 uncapped sales commission plan.
 - Flexible WFH and office based work.
 - Paid study leave and volunteering days.
 - 25 to 30 days of annual leave.
 - Benefits package.
 - Applicants must be already eligible to work in the UK.
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- 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.
