

POSITION POSTING – Business Development Manager – M&A Focus (New York/London based)

**LOCATION: New York/London/Remote**

This is a unique opportunity for a business development 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 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**

Neudata's business has grown 5x in the last 3 years, and you will help us continue this growth by selling our services to data-buying organisations. In particular, you will focus (though not exclusively) on a fast-growing vertical for us, within M&A.

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You will be responsible for new business sales to data-buying organisations, with specific goals on reaching M&A teams within Banks, Professional Services, Private Equity and Corporations. You will develop and close opportunities in multiple verticals, as well as managing a book of existing business.

This is an excellent opportunity for someone with a few years of sales experience selling data or research products to M&A teams 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 M&A teams.

### **YOU MUST HAVE**

- 3-5 years experience in data / research / SaaS sales within Financial Services and / or Professional Services. At least 2 years experience selling to M&A teams.
- Track record in closing deals within the FS/PS industries 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 use cases for external data within deal origination, deal diligence and value creation.
- Organized approach, capable of handling a large number of prospects and deals.
- Degree in Business, Economics or a related field preferred.

### **COMPENSATION**

- Applicants must be eligible to work in the US (preferably New York) or London.
  - Flexible WFH and office-based work.
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# Neudata

Alternative data intelligence

- Competitive base salary and uncapped commission plan.
- Paid study leave and volunteering days.
- 20 to 30 days of annual leave.
- Benefits package.
- Please submit your CV with cover letter to [HR@neudata.co](mailto:HR@neudata.co)

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.

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