



POSITION POSTING – Business Development Manager New York

ABOUT THE JOB

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 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 investment and data science professionals. 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) catalogue of 5600+ dataset reports provide tools for users to easily search, source, compare and manage the best global external 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).

JOB DESCRIPTION

Global new business sales to data-buying organisations: Develop and close opportunities with firms including asset managers, hedge funds and banks, private equity & venture capital firms, and advisory / consultancy businesses.

This is an excellent opportunity for someone with a few years of sales experience selling to Financial Services, 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.
 - Identify and close upsell opportunities within an existing client book.
 - Hit quotas for new business and retention, with a significant focus on new business.
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YOU SHOULD HAVE

- 3-6 years experience in 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, Relationship building 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, through career experience or 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 uncapped sales commission plan.
- Paid study leave and volunteering days.
- Flexible WFH and office based work.
- Applicants must be already eligible to work in the USA.
- 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.
