



POSITION POSTING – Corporate Business Development Associate New York

This is a unique opportunity for a business development professional with an entrepreneurial drive looking to join a fast growing Fintech firm. Applicants should be available immediately or ASAP. 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 leading global organizations. 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 serving corporations.

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 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

As part of Neudata's expansion into the corporate market, this role will be on the front lines of that effort working directly with the Corporate Solutions Director, supporting lead generation and lead conversion goals. This will involve tasks across the sales and marketing spectrum, with a particular focus on campaign execution (email and telephone) and sales, CRM management and maintenance. This is an excellent opportunity for someone early in their sales and marketing journey to be exposed to many different industries and senior-level corporate executives, and grow their career to further specialise in sales / marketing or relationship management.

ROLE RESPONSIBILITIES

- Run outbound telephone marketing campaigns to customers and prospects to schedule a high volume of meetings.
- Analyse CRM, Website and Engagement data.
- Research new contacts & leads for our CRM, and maintain existing contacts & leads.

YOU SHOULD HAVE

- A degree in Business, Finance or Economics, or a related discipline.
 - A keen interest in the world of data and the intersection of business.
 - The key requirement for the role is a desire to learn and a desire to take responsibility and drive results. Experience and skills that would be strongly advantageous include:
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- 1-2 years sales or marketing experience, ideally in B2B Information Services · Experience working with any modern CRM system.
- Strong MS Excel skills.

COMPENSATION

- Applicants must be already eligible to work in the US.
- Competitive base salary and uncapped sales commission plan.
- Paid volunteering days.
- Flexible WFH and office based work.
- 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 at the intersection of data and business.
