



www.neudata.co

POSITION POSTING – Business Development Manager

Location: New York City

Please submit your CV with salary expectations to HR@neudata.co

COMPANY

Neudata is headquartered in London and operates globally. We work with Investment Management clients worldwide who manage more than \$7tn in assets, helping them find, evaluate and select new data sources, “alternative data”, that will help their investment process. We deliver our service via our ‘Scout’ online ‘software as a service’ platform and expert consultancy. We have grown our business significantly in the last year and are now looking for a Business Development Manager to join our team.

JOB DESCRIPTION

New business Sales in the US. Develop and close revenue bearing opportunities with data and technology driven firms including asset managers, hedge funds and private equity firms.

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

- Rapidly develop, then maintain, detailed knowledge of all Neudata research, products and solutions.
- 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+ years experience in Data, Research or Expert Networks sales within Financial Services (buy-side focused), ideally in alternative data.
- Track record in closing five and six-figure 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, fundamental and quant equity research 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.