



www.neudata.co

POSITION POSTING – Inside Sales Executive

Location: London

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

COMPANY

Neudata Limited 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 Inside Sales Executive to join our team.

JOB DESCRIPTION

This role will work directly with the Neudata Commercial team, 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), CRM management and maintenance and events planning & delivery.

This is an excellent opportunity for someone early in their sales and marketing journey to be exposed to many different disciplines, and grow their career to further specialise in sales / marketing or relationship management.

ROLE RESPONSIBILITIES

- Run email marketing campaigns to our customers and prospects.
- Run outbound telephone marketing campaigns to customers and prospects.
- Analyse CRM, Website and Engagement data.
- Research new contacts & leads for our CRM, and maintain existing contacts & leads.
- Assist in operational delivery of our events programme.

YOU SHOULD HAVE

- A degree in Business, Finance or Economics, or a related discipline.
- A keen interest in the world of Investment Management and business affairs.

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:

- 1-2 years sales or marketing experience, ideally in Financial Services
- Experience working with any modern CRM system
- Experience working with an Email Service Provider
- Strong MS Excel skills
- European language skills / Chinese or Japanese language skills.

COMPENSATION

- Competitive base salary and sales commission plan

Applicants must be already eligible to work in the UK, and should be available within one month.