

Sales Development Representative, Full Time, New York based.

Company

Headquartered in London, with offices in NYC and Shanghai, FinTech firm Neudata is the world's leading data scouting and evaluation service, dedicated to finding value adding data for strategists and data science professionals across industries. In just six years, Neudata has grown to be the number one provider of data scouting services to investment management firms globally (hedge funds, asset managers, private equity and venture capital firms) and is now gearing up to continue its rapid growth by launching new products and entering new market segments and verticals (including Professional Services, Government and Corporate data buyers).

The "Neudata Scout" software-as-a-service platform provides tools for users (e.g. a Head of Data, Head of Research or Portfolio Manager) to easily find and evaluate the very best global external data providers, utilising Neudata's research into over 7,000 datasets globally. Users also leverage real-time insights from Neudata's team of expert research analysts based in London, New York and Shanghai. Neudata has achieved a reputation for excellence and objectivity, guaranteed by its independence from the data providers it covers (by not taking revenue shares or commissions from the data vendors).

Job Description

The Sales Development Representative (SDR) will pioneer the New York Sales Development function by being the first hire. Your primary responsibility will be discovering new hedge funds, tailoring research-driven outreach and scheduling online and in-person meetings globally for 3 Business Development Managers. This will play a crucial part in generating pipeline for the Scout hedge fund sales team. A secondary responsibility will be recruiting new delegates to Neudata events and roadshows, which will involve international travel (outside of North America, we host events in London, Dubai, Hong Kong and Paris). As the pioneer of a new function, you will have many opportunities to lead and input with creative solutions.

We would look to promote an overachieving SDR into an Account Executive role in 18-24 months, however other leadership or department opportunities could also be available. This is ideal for an experienced SDR that wants to break into fintech, is entrepreneurially minded or a sales enthusiast with a passion for data and/or investments. You will have unprecedented exposure to intellectually stimulating prospect interactions, your very own prospect territory and work in a tight-knit high performing team in the highly desirable industry of fintech SaaS.

Responsibilities

- Stay on top of Neudata's alternative data research.
- Track hedge fund industry news for new launches, people moves and investment strategies.
- Create genuine thought leadership on LinkedIn as you grow your prospect network.
- Lead source and cold call our ideal customer profiles (40-60 calls a day) with insight-led conversations.
- Hit and then consistently exceed a monthly quota for completed demonstrations.
- Initiate and maintain our prospect data quality across our CRM and social media platforms.
- Run segmented outreach campaigns/sequences to different market segments, via email, call and LinkedIn.
- Recruit new delegates to attend Neudata's global program of events.
- Document the Sales Development function systems and processes to help future hires.

You Should Have

- 1 year of extra-curricular or professional sales experience.
- Cold calling experience is a must.

- Resilience.
- Ability to understand and explain complex concepts.
- A passion for sales, investments and/or data.
- Presentable and articulate online and in-person.
- Excellent time management skills.
- Good CRM hygiene and search skills is a plus.
- Alternative data knowledge or experience is a plus.
- A grasp of sales qualification acronyms (like BANT) is a plus.

Applicants must be eligible to work in the state of New York, United States and should be available immediately or ASAP.

Contact Us

To apply please complete [this questionnaire](#) or submit your CV with a cover letter to hr@neudata.co