**POSITION POSTING – Graduate FinTech Business Development**

**Location: London, UK.**

This is a unique opportunity for a graduate with an entrepreneurial drive and a passion for sales who is 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

**COMPANY**

Headquartered in London, with offices in NYC and Shanghai, industry-leading FinTech firm Neudata is the only objective and neutral data scouting service that is dedicated to finding value adding data for data science professionals across industries, with a particular focus on Financial Services, Professional Services and Corporations.

Neudata also in turn provides a set of services to data providers and technology providers. This includes running the most significant series of events in our space globally – both virtual and in-person. Our Neudata Provider service also allows data / service providers to build better products and generate inbound enquiries on an ongoing basis.

Neudata is uniquely positioned as a global market leader to both buyers and sellers of data and related technologies. The sector is growing rapidly, as is Neudata. We are looking for talented individuals looking to join a business which is already achieving record numbers, with huge potential for growth.

**JOB DESCRIPTION**

This role will be a business development executive role within the team at Neudata focused on data vendors, and associated technology and service providers. Our core products include our “Neudata Provider” service for fast growing data / tech companies, and our program of virtual and in-person events. Existing accounts range from one-person startups to the likes of Amazon, Snowflake and Google.

You will be generating and closing your own opportunities, as well as nurturing existing accounts and upselling.

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 or relationship management.

**ROLE RESPONSIBILITIES**

* Present and sell Neudata Provider and our series of events.
* Run outbound telephone campaigns to customers and prospects.
* Maximise the value of a book of existing accounts through retention and upsell initiatives.
* Generate new clients – either from within our existing contact base or in new markets & segments.
* Create and execute successful marketing campaigns by analysing CRM, Website and Engagement data.

**KEY QUALITIES**

* A keen interest in the ’data economy’ and business affairs – any experience in selling to data / technology providers would be highly advantageous.

**COMPENSATION**

* Competitive base salary and bonus
* Paid study leave and volunteering days.
* Flexible WFH and office based work.

Applicants must be already eligible to work in the UK, and should be available ASAP.

Please submit your CV with cover letter to HR@neudata.co

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 FinTech space.