

## Account Executive, Full Time, New York based.

### Company

Headquartered in London, with offices in NYC and Shanghai, 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 nine years, Neudata has grown to be the number one provider of data scouting services, with its "Scout" and "Ranger" platforms, 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 banks, proprietary trading firms and the insurance vertical).

"Scout" is Neudata's original product, a research platform for users (e.g. a Head of Data, Quantitative Researcher or Portfolio Manager / Analyst) to easily find and evaluate alternative data providers, the catalogue has metadata content on 9,000 datasets. Users 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, and a top-tier client roster, guaranteed by its independence from the data providers it covers.

In 2024, Neudata launched "Ranger", a research platform to find and evaluate traditional data providers, which has quickly gained popularity in the market. Neudata's newly launched product is "Navigator" a software platform that provides a broad suite of capabilities enabling full data lifecycle management within an organisation. The software modules cover a range of key functions, including data cataloging, trial management, subscription and vendor management, cost negotiation, budgeting, risk and due diligence, as well as governance.

### Job Description

The Account Executive (AE) will be breaking ground into our next 100 new logo clients in the North America territory selling our full suite of products (Scout, Ranger and Navigator). Your primary responsibility will be hunting new logos amongst hedge funds, asset managers and new segments in financial services, such as banks. You'll generate leads from event attendance, business trips and cold calling, and deal with inbound calls from our growing content marketing programs. Once you've opened opportunities, you will be responsible for running story-led and technical demonstrations, collaborating with our research and product team during trials, engaging multiple stakeholders early on, leading negotiations and closing deals to meet and exceed quota. This is a hybrid field and inside sales role, where you can expect in person New York meetings and national travel for events and business trips like Chicago or Boston. As a ground breaker for our next phase of growth, you will have many opportunities to lead and input with creative solutions across business units.

We would look to promote an overachieving AE into a Senior Account Executive role in 18-24 months, however other leadership or department opportunities could also be available. This is ideal for an experienced AE that has either already worked in a financial research, data or software business, or has a real interest in breaking into one of the hottest areas of finance. 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

- Prospecting territory of 200 accounts with regular outbound calling of cold leads and existing pipeline, regular event attendance and quarterly business trips.
- Collaborating with marketing/SDR function to leverage campaigns and events for lead generation.
- Conducting discovery calls to qualify leads that fit our Ideal Customer Profile (ICP) to understand the prospect's challenges, goals, and needs.
- Demonstrating how Neudata products address the customer's pain points through story-led and technical demos.

- Addressing objections and running hands on trials in collaboration with our research and product team to provide solutions to customer's concerns and trial success criteria.
- Providing valuable insights and recommendations to act as a trusted advisor with key decision-makers and stakeholders.
- Drafting proposals and negotiating contract terms to reach a mutually beneficial agreement.
- Maintaining accurate records of sales activities and opportunities in the CRM.
- Updating forecasts regularly to provide clear visibility into potential revenue.
- Prioritizing deals in the pipeline to maximize efficiency and results, following up consistently to maintain momentum in the sales process.
- Providing feedback to product and marketing teams based on customer insights and objections.
- Achieving or exceeding assigned quotas for revenue or deal volume.
- Continuously refining sales strategies to improve performance and meet goals.
- Keeping up to date with investment industry trends, competitor offerings, and product updates.

## You Should Have

- 1-2 years of SaaS Account Executive mid-market or enterprise closing sales experience.
- Evidence of being in a full hunter role, such as taking a cold account to close won.
- Demonstrated ability to engage multiple stakeholders in an opportunity.
- Ability to run complex trial processes independently.
- Courage to ask tough questions.
- A passion for sales, investments and/or data.
- Presentable and articulate online and in-person.
- Excellent time management skills.
- Good CRM hygiene is a must.
- Resilience is a must.
- Experience of selling a research product or a data product or a software product is a must.
- Use of a sales qualification methodology (like MEDDIC) is a must.
- Alternative and/or market data knowledge or experience is a plus.
- College degree or equivalent.

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 submit your CV with a cover letter to [hr@neudata.co](mailto:hr@neudata.co)