

Business Development Executive (Entry Level), Full Time, London

This is an exciting opportunity for someone early in their career —whether you're a recent graduate, have completed an internship, or have up to 18 months of work experience—and are ready to launch a commercial career in the fast-moving world of financial services and data.

To apply please complete the application form [here](#).

Company

Neudata is the authoritative global source of data intelligence, dedicated to finding value-added alternative data for investment firms and corporations. Since its launch in 2016, Neudata has worked with thousands of data vendors across multiple sectors and has created the largest global roster of dataset insight. Neudata also runs the world's leading series of alternative data events, hosting thousands of delegates a year in Asia, Europe and the Americas.

Our Values

- Deliver outstanding service.
- Treat everyone how we would like to be treated.
- Work better together.
- Do it the right way.
- Be uncompromisingly honest.
- Never cease to improve and innovate.

Job Description

Are you passionate about sales and the rapidly evolving world of data? At Neudata, we help data vendors unlock their full potential with our industry-leading Neudata Provider Premium service. We work with data owners to enhance their products and accelerate sales, connecting them with the largest data-buying firms worldwide.

As a Graduate FinTech Business Development Executive, you'll play a key role in growing our business by:

- Identifying and closing opportunities: Engage prospects, run outreach campaigns, and convert leads into long-term clients.
- Building lasting relationships: Manage and maximise the value of your accounts; identifying opportunities to upsell and cross-sell.
- Driving revenue growth: Promote our Neudata Provider Premium services and our industry-leading events to new and existing customers.

Responsibilities

- Present and sell Neudata Provider Premium services to prospective clients.
- Promote our high-profile series of events to drive interest and attendance.
- Execute outbound campaigns to generate and nurture leads.
- Maximise revenue from existing accounts through upselling and relationship-building.
- Continuously identify and convert new clients to expand our reach.
- Undertake other ad hoc assignments as required.

Who we are looking for

- Degree-level education
- Has an entrepreneurial drive and a strong commercial mindset
- Demonstrates a keen interest in the data economy, and broader business affairs
- Possesses excellent communication and interpersonal skills

- Thrives in a fast-paced, client-facing role and is eager to learn and grow
- Is proactive, goal-oriented, and committed to delivering results

More than specific skills, we want to add someone to our team who has good energy, a real desire to learn and fantastic communication skills.

Compensation

- Competitive base salary.
- 25 days of annual leave plus an additional day for each year worked (capped at 30 days)
- Flexible work from anywhere, hybrid and office-based work.
- Study days.
- Volunteering day.
- Employee referral bonus scheme.
- Private medical insurance including dental, optical, and hearing.
- Enhanced family policies.
- Company social events.
- Workplace pension scheme with salary sacrifice and pension matching opportunities.

Contact Us

To apply please complete the online application form [here](#).

[Neudata's London office](#) is located in WeWork's coworking space at [Moor Place](#).

Applicants must be eligible to work in the UK and should be available immediately or ASAP.

Recruitment Process

Typically, Neudata's recruitment process involves candidates attending a multistage interview process. Interviews take place virtually and in person at our London office which enables candidates to meet the team located in London.

If you need assistance during the application or interview process, please contact hr@neudata.co to discuss how we can best support you.