

Senior Sales Development Representative, 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 the financial services. 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 like Navigator and entering new market segments and verticals (including banks, proprietary trading firms and the insurance vertical). Neudata runs a programme of industry leading events which draws hundreds of attendees in the data provider and financial services landscape across the globe.

Job Description

The Senior Sales Development Representative (Snr SDR) will join the New York Sales Development function as the second SDR hire. Your primary responsibility will be finding great leads at our target accounts, tailoring research-driven outreach and scheduling online and in-person meetings globally for 7 Account Executives. This will play a crucial part in generating pipeline for the growing team as we launch new products and expand our TAM. As you will be joining a lean team, you will have many opportunities to lead and input creative solutions.

We would look to promote an overachieving Snr SDR into an Account Executive role in 18-24 months, however other leadership or department opportunities could also be available. This is ideal for a candidate with early sales experience as an SDR or in a recruiter/real estate role that wants to break into fintech SaaS sales, is entrepreneurially minded 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

- Lead source and cold call contacts in our ideal customer profiles (60-80 calls a day) with insight-led conversations using HubSpot.
- Stay on top of Neudata's traditional and alternative data research and software product development.
- 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.
- Hit and then consistently exceed quota of 14 SQLs monthly and an annual ACV target.
- Initiate and maintain our prospect data quality across our CRM platforms.
- Run segmented outreach campaigns/sequences to different market segments, via email, call and LinkedIn.
- Document the Sales Development function systems and processes to help future hires.

You Should Have

- 1-2 years of SDR or recruiting/real estate experience.
- An entrepreneurial spirit with examples of bringing innovative solutions to the team.
- Cold calling experience is a must.
- 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.
- Knowledge of alternative and/or market data for financial services is a plus.
- A grasp of sales qualification acronyms (like BANT) 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