

Senior Consultant / Practice Lead – Data Monetization

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 globally 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 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 (taking revenue shares or commissions from the data vendors).

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

We are seeking a Senior Consultant / Practice Lead to join our consulting practice. This is a hybrid role spanning business development, client delivery, and practice building. You will play a key role in growing our consulting revenue by selling projects, managing client engagements, and developing and delivering subject matter expertise in data monetization. We are looking for someone with firsthand experience being a part of a fast-growing consulting organization and is looking to contribute to building a scalable sustainable consulting organization while becoming a subject matter expert on our domain. You will work closely with our research, compliance, and sales teams to support data providers with go-to-market strategy, dataset pricing, regulatory compliance, and technical enablement, while also contributing to data buyer projects focused on data discovery and operations.

This role is primarily based in our London office, with limited opportunities for remote work. Success in the position depends on working closely in person with our Research and Data Provider Sales teams.

Responsibilities

Business Development & Sales

- Own revenue targets for consulting services.
- Partner with the data provider sales team to identify and qualify opportunities.
- Lead proposal development, pitch consulting services, and close new business.
- Build trusted relationships with senior executives at data providers and buyers.
- Become a subject matter expert on data monetization and data scouting topics.

Client Delivery

- Act as engagement manager for consulting projects, ensuring on-time, high-quality delivery.
- Translate client needs into actionable project plans with clear deliverables.
- Lead client meetings, workshops, and executive presentations.
- Provide subject matter expertise in data monetization strategy, with growing technical fluency in areas such as data engineering, pipelines, dashboards, and ticker mapping.

Team & Operations

- Help build the internal consulting operating model: resourcing, project management, knowledge sharing, and delivery standards.
- Mentor junior consultants and contribute to their professional development.
- Drive consistency in consulting deliverables and ensure client satisfaction.

Thought Leadership

- Develop expertise in the data monetization market and represent the firm at industry events.
- Contribute to white papers, frameworks, and internal methodologies.

You must have

- 5–10 years in consulting, corporate strategy, or data/analytics advisory.
- Proven ability to **sell and close consulting projects** (not just deliver).
- **Sales team coaching** and mentoring experience.
- Exposure to data strategy, data monetization, or data-driven products.
- Strong client-facing skills, proposal writing, and project management.
- Comfortable in a fast-growing business; able to set up processes, frameworks, and operating models.
- Exceptional ability to present complex ideas clearly to senior executives.
- **Bonus:** Experience with technical data workflows (engineering, pipelines, dashboards).

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 submit your CV to hr@neudata.co

Neudata's London office is located in WeWork's coworking space at Moor Place.

Recruitment Process

Typically, Neudata's recruitment and selection process involves an initial screening and shortlisting stage where successful candidates are invited to attend virtual or in person interviews and assessments.

Candidates **must** be eligible to work in the United Kingdom.

Candidates who may require visa sponsorship should discuss this with the hiring manager during the interview process. Further information on Skilled Worker sponsorship can be found [here](#).

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