

Senior Consultant / Practice Lead – Data Monetization, Full-time, London

Sales-Driven Consulting • Engagement Leadership • Data Monetization Expertise

Company

Headquartered in London with offices in NYC and Shanghai, Neudata is the global leader in data scouting and evaluation. Our Scout SaaS platform and analyst team help investors, corporates, and government entities identify and assess more than 10,000 data sources. We are independent, objective, and known for research excellence—never taking commissions from 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.

About the job

We are seeking a **commercially minded Senior Consultant / Practice Lead** to help accelerate the growth of our Data Monetization consulting business. This role combines **selling, scoping, and owning client engagements** with hands-on delivery and practice building. You will be accountable for generating consulting revenue, managing high-stakes client relationships, and ensuring successful delivery of data monetization and other related data consulting engagements.

Job Description

This is a high-impact, outward-facing role responsible for expanding our consulting revenue and delivering exceptional client outcomes. You will:

- Sell new consulting engagements
- Manage the consulting relationship with clients alongside the Account Manager
- Manage and deliver complex data-monetization projects
- Build Neudata's consulting methodologies and intellectual capital

You will work closely with our Data Provider Sales, Research, and Compliance teams. Success requires strong commercial instincts, polished communication, and the ability to build and scale clients from first conversation through final delivery, identification of opportunities to expand accounts, and beyond.

Responsibilities

1. Business Development & Sales (Primary Focus)

- Directly **own consulting revenue targets** and pipeline creation.
- Proactively partner with Data Provider Sales to identify monetization opportunities.
- Lead qualification, scoping, and **proposal development**.
- Run pitch meetings, articulate the consulting value proposition, and **drive deals**.
- Build senior-level relationships with data provider executives, product leaders, and GTM owners.
- Represent Neudata as a subject-matter expert in data monetization and external data strategy.

2. Engagement Management

- Act as **Engagement Manager** for all sold projects.
Structure the engagement: define scope, pricing, timelines, workstreams, and deliverables.
- Lead client meetings, status calls, and executive briefings.
- Ensure consulting team resources are aligned and productive.

- Maintain strong commercial control—scope management, expectations, risks, and renewals.

3. Consulting Delivery

- With the support of our consulting analysts and research team, deliver high-quality work across data product strategy, pricing, regulatory considerations, GTM planning, and technical enablement.
- Provide guidance on dataset readiness, technical workflows (pipelines, mapping, dashboards), and buyer expectations.
- Translate complex concepts into actionable recommendations for executives.

4. Practice Building & Operations

- Help design and scale Neudata's consulting operating model and delivery frameworks.
- Refine and build additional templates, standards, KPIs, and quality controls.
- Mentor junior consultants and support hiring as the team grows.
- Contribute to knowledge management, playbooks, and internal best practices.

Who we are looking for

- **5–10 years** in consulting, corporate strategy, or data/analytics advisory.
- Demonstrated **ability to sell, scope, and close consulting deals** (non-negotiable).
- Experience collaborating with sales teams on deal strategy.
- Strong understanding of data strategy, data products, or data monetization concepts.
- Exceptional communication: executive presentations, proposal writing, and client management.
- Experience in a fast-growing environment where processes must be created, not inherited.
- Ability to translate client needs into structured projects and consistently deliver high quality.
- **Bonus:** Understanding of modern data concepts and platforms, technical data workflows (engineering, pipelines, APIs, dashboards, ticker mapping).

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.

To apply please **submit** your CV to hr@neudata.co

Contact Us

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.