Neudata

Senior Consultant - Data Monetization, Full-time, London

Project Leadership + Client Delivery + Commercial Contribution

Company

Headquartered in London with offices in New York and Shanghai, Neudata is the global leader in data scouting and evaluation. Our Scout platform and analyst team help investors, corporates, and government organizations identify and assess more than 10,000 external data sources. Our consulting team works with data owners to design, validate, and launch external data products, leveraging Neudata's proprietary research, market insight, and buyer network.

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 **Senior Consultant** to join Neudata's growing Data Monetization Consulting practice. This role is centered on **leading and delivering full consulting engagements**, acting as the **day-to-day engagement lead**, and ensuring high-quality outcomes for clients.

In addition to delivery leadership, Senior Consultants are expected to **support commercial growth** by contributing to proposals, identifying follow-on opportunities, and partnering with Practice Leads and Account Managers to shape new work.

This is a **delivery-led, client-facing role** for someone who enjoys structuring complex problems, leading teams, and working closely with clients to unlock the value of their data.

Responsibilities

1. Project Leadership & Client Delivery (Primary Focus)
- Lead consulting projects **from kickoff through delivery**, ensuring clarity of scope, timelines, and deliverables.
- Act as the **day-to-day engagement lead**, managing client communication, expectations, and delivery cadence.
- Structure project workstreams and guide analyses across data product strategy, pricing, GTM planning, and buyer validation.
- Lead client meetings, working sessions, and delivery readouts.
- Translate complex data, market, and technical inputs into clear, actionable business recommendations.
- Deliver projects on time, within agreed scope, and to Neudata's quality standards.

Commercial oversight, pricing authority, and contract ownership sit with the Practice Lead and/or Account Manager.

2. Team Leadership & Mentorship
- Mentor Research Analysts and Consultants on analysis, structure, and client communication.
- Review deliverables for quality, clarity, and consistency with Neudata frameworks.
- Support continuous improvement of delivery templates, tools, and internal standards.
- Collaborate closely with Research, Compliance, and Sales teams.

3. Commercial Support & Growth Contribution
- Support **proposal development, scoping, and pricing** in collaboration with a Practice Lead or Account Manager.
- Identify **follow-on work, extensions, or cross-sell** opportunities during active engagements.

- Participate in selected **client pitches** or early-stage discussions as a subject-matter contributor.
- Contribute to **case studies**, insights, and frameworks that support future sales efforts.

*This role contributes to commercial growth but **does not carry individual revenue targets**.*

4. Expertise & Thought Leadership
- Develop deep expertise in data monetization, external data markets, and buyer expectations.
- Contribute to internal thought leadership, frameworks, and client-facing insights.
- Represent Neudata in client workshops, trade shows, & industry events as appropriate.

Who we are looking for

- **3–5 years** of experience in consulting, strategy, data/alternative data, analytics, or a related advisory role.
- Proven experience **leading complete consulting projects**, not just individual workstreams.
- Strong client-facing skills, including facilitating meetings and presenting to senior stakeholders.
- Strong written and verbal communication skills with ability to translate analysis into clear business recommendations.
- Knowledge of data products, data strategies, or data monetization concepts.
- Comfortable operating in a fast-growing environment where processes evolve.

Bonus: Familiarity with modern data workflows (pipelines, APIs, dashboards, tech stacks, mapping, governance, regulatory frameworks, and/or commercial norms).

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.