

Practice Lead – Data Monetization, Full-time, London

Sales-Driven Consulting + Engagement Ownership + Practice Leadership

Company

Headquartered in London with offices in New York 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.

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 Practice Lead** to help accelerate the growth of Neudata's 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 consulting revenue**, senior client relationships, and the successful delivery and expansion of data monetization and related consulting engagements.

Job Description

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

- Sell new consulting engagements
- **Manage the consulting relationship with clients alongside the Account Manager**
- Own and oversee complex data-monetization engagements
- Build Neudata's consulting methodologies, IP, and operating model

You will work closely with Data Provider Sales, Research, and Compliance teams. Success requires strong commercial instincts, executive-level communication, and the ability to scale client relationships from first conversation through renewal and expansion.

Responsibilities

1. Business Development & Sales (Primary Focus)

- **Directly own consulting revenue targets and pipeline creation.**
- Partner proactively with Data Provider Sales to identify monetization opportunities.
- Lead qualification, scoping, pricing, and proposal development.
- Run pitch meetings, articulate the consulting value proposition, and **drive deals to close.**
- Build senior-level relationships with executives, product leaders, and GTM owners.
- Represent Neudata as a subject-matter expert in data monetization and external data strategy.
- Set commercial strategy for consulting engagements, including packaging and pricing approach.

2. Engagement Ownership & Commercial Control

- Act as **Engagement Owner** for all sold projects.
- Define scope, pricing, timelines, workstreams, and success criteria.
- Lead executive-level client meetings and project governance activities.
- Maintain strong commercial control across scope management, deliveries risks, renewals, and expansions.

- Ensure consulting projects are appropriately staffed and performing effectively.

3. Consulting Delivery Oversight

- Oversee delivery quality across data product strategy, pricing, regulatory considerations, GTM planning, and technical enablement.
- Provide senior-level guidance on dataset readiness, buyer expectations, and technical workflows.
- Translate complex concepts into executive-ready recommendations.
- Support Senior Consultants as day-to-day engagement leads.

4. Practice Building & Leadership

- Design and scale Neudata's consulting operating model and delivery frameworks.
- Define and refine templates, standards, KPIs, and quality controls.
- Mentor, hire, and develop consulting talent as the practice grows.
- Build intellectual capital, playbooks, and reusable methodologies.
- Collaborate closely with Neudata's Research, Product, Sales, and Leadership teams.

Who we are looking for

- **5–10 years** of experience in consulting, strategy, or data/analytics advisory.
- Demonstrated ability to **sell, scope, and close consulting deals** (non-negotiable).
- Experience collaborating with sales teams on deal strategy and pipeline development.
- Strong understanding of data strategy, data products, or data monetization.
- Exceptional executive communication and client management skills.
- Comfortable building processes and operating models in a scaling environment.

Bonus: Deep familiarity with modern data concepts and technical workflows (pipelines, APIs, dashboards, 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.