

Join Neudata - Chief Revenue Officer

Introducing Neudata:

Neudata is the global leader in alternative and market data intelligence, helping investors, hedge funds and corporates discover, evaluate, and use data to make smarter decisions. Our independence is what really sets us apart - we provide objective, unbiased intelligence that our clients trust and depend on.

Our suite of products and services is built around client needs: Scout for alternative data sourcing and ESG insights, Ranger for traditional data intelligence, Navigator for managing data programs, plus expert data monetisation consultancy and industry events. With offices in London, New York, and Shanghai and a team of 100 people, we combine global reach with a small-team culture where every individual can make an impact.

The Role:

We're seeking an experienced and commercially driven sales leader to join us as our Chief Revenue Officer (CRO). Whether you're a seasoned leader looking for your first C-suite mandate, or an established executive looking to take on your next challenge, you will play a central role in Neudata's growth, leading our revenue strategy with primary ownership of sales, account management and go-to-market strategy across our product suite.

As Neudata continues to scale globally, we are at an exciting inflection point where commercial leadership will play a defining role in shaping our next phase of growth. As our CRO, you will have accountability for sales performance, effectiveness, and revenue growth, joining the Leadership Team to play a central role in shaping Neudata's overall company strategy - ensuring we have the right sales organisation, structure, processes, and strategy to scale sustainably.

Your Key Responsibilities:

- Own revenue planning and target setting across the organisation, ensuring targets are ambitious, achievable, and aligned with company growth objectives
- Define and execute Neudata's revenue strategy and go-to-market approach by product and customer segment
- Design, assess, and continuously improve the sales organisation, structure, and incentives
- Define and measure success across marketing and lead generation to drive predictable pipeline outcomes
- Act as a senior deal sponsor on strategic and enterprise opportunities
- Build, lead, and continuously develop a high-performing, accountable sales organisation, including hiring, coaching, performance management, and succession planning



- Partner with Product, Research, and Leadership to ensure strong product-market fit and growth strategy
- Join the Leadership Team and contribute to overall company strategy and execution

What You'll Bring:

- Extensive senior commercial leadership experience, including ownership of revenue strategy
- Strong track record of selling financial data into investment managers
- Proven track record leading complex B2B sales organisations in growth-stage businesses
- Demonstrated ability to build, scale, and optimise sales organisations and processes
- Experience aligning sales, marketing, and product functions

Our Benefits & Perks:

- 25 days' annual leave, plus an extra day for each year of service (up to 30 days), alongside one paid volunteering day and two paid study days per year
- Hybrid and flexible working, including working from anywhere for up to 10 working days per year from a location of your choosing
- Private medical insurance via Vitality (including dental, optical, and hearing)
- Enhanced maternity, paternity, adoption and shared parental policies
- Enhanced pension scheme via NEST
- Employee referral bonus of £1,000 per successful new hire you refer

Key Details:

- **Location:** London (Moorgate) with hybrid working. Given the global scope of the role, quarterly travel to international teams is anticipated
- **Salary:** Competitive base salary and incentive package
- **Start Date:** ASAP
- **Line Manager:** Founder & CEO

Recruitment Process:

1. Initial screening call with our Talent Acquisition Manager
2. Competency interview with our Founder & CEO, followed by a meeting with our Non-Executive Director
3. Half-day panel interview (including a presentation and meeting key stakeholders)
4. Final stage interview & meeting final key stakeholders