



## Join Neudata - Sales Development Representative

### 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.

With offices in London, New York, and Shanghai and a team of 100 people, we connect a vast global network of buyers and providers through our market-leading platforms and specialist consulting - and by providing a clear view of the data landscape, we help organisations navigate complexity and find their competitive edge. Joining Neudata really puts you at the heart of the fintech industry, where your work directly influences the data-driven strategies of the world's most sophisticated organisations.

### The Role:

As a Sales Development Representative (SDR), you will pioneer our Sales Development function by discovering new hedge funds, tailoring research-driven outreach, and scheduling key meetings to generate pipeline for our sales team. In this role, you will leverage our flagship SaaS platforms, Scout and Ranger - powerful tools that enable users (such as Heads of Data, Heads of Research, and Portfolio Managers) to seamlessly discover and evaluate the industry's best data providers, with Scout focusing on alternative data intelligence and Ranger specialising in market and traditional data solutions.

This is the perfect move for an entrepreneurially minded sales enthusiast with a passion for data and investments. You will have unprecedented exposure to intellectually stimulating prospect interactions, your own prospect territory, and real responsibility from day one. We are committed to fast-tracking your professional development, and for overachieving SDRs, there are clear, merit-based progression opportunities to transition into an Account Executive role and above based on your performance.







### Your Key Responsibilities:

- Source leads and cold call our ideal customer profiles with insight-led conversations to hit and exceed monthly quotas for completed demonstrations
- Run segmented outreach campaigns and sequences to different market segments via email, phone, and LinkedIn
- Support with recruiting new delegates to attend Neudata's global program of events and summits
- Stay on top of Neudata's alternative data research and track hedge fund industry news for new launches, people moves, and investment strategies
- Create genuine thought leadership on LinkedIn as you grow your prospect network and engage elite industry stakeholders

## What You'll Bring:

- Prior cold-calling or outbound sales experience is essential - we welcome applications from driven graduates who have demonstrated this skill early on, as well as sales professionals looking to transition into the FinTech space
- Tech-savvy and highly adaptable, with the ability to quickly get up to speed with AI and automation tools (such as Claude and Clay) to optimise and streamline SDR workflows
- Presentable, highly articulate online and in-person, and comfortable explaining complex financial and data concepts
- A genuine passion for sales, investments, and/or data, with a strong desire to see the direct impact of your work on the company's growth
- Highly self-motivated, resilient, and thrive on hitting targets and deadlines in a fast-moving environment
- Excellent time management skills with a proactive approach to managing your own territory

## Our Benefits & Perks:

- 25 days' annual leave + bank holidays, 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)
- **Start Date:** ASAP

## Recruitment Process:

1. Initial screening call with our Talent Acquisition Manager
2. First-stage competency interview
3. Second-stage practical task & meeting with members of the team
4. Final stage interview

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](mailto:hr@neudata.co) to discuss how we can best support you.



To apply, [please complete our application form](#).

Applications are reviewed on a rolling basis, and shortlisted candidates will be invited to an initial screening call with our Talent Acquisition Manager.