



<https://www.execcapital.co.uk/job/fractional-sales-lead-specialist-technology-consultancy-market-data-benchmarks/>

Fractional Sales Lead Specialist Technology Consultancy (Market Data & Benchmarks)

Description

Location: Remote / Southeast England — occasional Bristol

Engagement: Initial 90-day engagement, flexible days per week

Sector: Technology consultancy / market data & benchmarks

About the role

Our client is an established specialist technology consultancy with over 14 years' experience in data, database design and data management, with a strong recent focus on financial services and market infrastructure. Its anchor engagement is with a leading maritime benchmarking organisation, where it led a multi-year transformation from an insurance-centric to a data-centric operating model. It also supports private equity clients on investor-facing data and reporting platforms.

Having grown largely through reputation and referral, the business now wants to build a formal, repeatable new business capability — starting with a small number of high-value, long-term client relationships rather than high-volume sales.

This is a targeted, relationship-led search into a narrow pool of specialist organisations, not a mass-market outbound role.

Responsibilities

What you'll own

- Mapping and segmenting the addressable market, with market data, benchmarks and market infrastructure organisations as the priority
- Identifying and prioritising a small number of high-probability tier 1 accounts
- Opening doors with C-suite, MD and senior technology decision-makers
- Building commercial and technology profiles for target accounts
- Developing tailored value hypotheses rather than selling a fixed service menu
- Running consultative discovery alongside the technical and delivery team
- Progressing opportunities into proposals, statements of work and paid discovery
- A smaller, secondary focus (especially in the first 90 days) on private markets and investment management — investor platforms, reporting, secure data access and digital transformation

Qualifications

Qualifications

What we're looking for

- Senior commercial experience selling into market data, benchmarks,

Hiring organization

Exec Capital

Employment Type

Part-time

Beginning of employment

1st September 2026

Duration of employment

90 days then long term

Industry

Technology

Job Location

Remote work from: United Kingdom

Working Hours

9-5

Base Salary

£ 800 - £ 1,000

Date posted

August 23, 2026

Valid through

30.09.2026

indices, price assessments, exchanges, commodity/trading data or market infrastructure organisations

- A track record in enterprise data sales, subscriptions, licensing, APIs or data monetisation
- Comfort building and running a pipeline single-handedly, from target list through to close
- Ability to open senior relationships in a narrow, high-value target market
- Private markets or investment management technology experience is a genuine advantage but not essential

Job Benefits

Employment Type: Part-time (fractional)

Beginning of employment: September 2026

Duration of employment: Initial 90 days, ongoing subject to review

Industry: Technology Consultancy

Job Location: Remote (Southeast England / Midlands preferred)

Base Salary: £800–£1,000 *Per day*

Contacts

Exec Capital are a leading [Fractional Sales Director Recruitment Boutique](https://www.execcapital.co.uk).