

# CONCERTIV

## Analyst, Market Data Practice – New York or Boston

### Overview:

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Concertiv Inc. is hiring an Analyst to work with investment banking, private equity, hedge fund and asset management executives on their market data and information services portfolios. These data services enable Concertiv clients to complete critical day-to-day tasks from deal sourcing and origination to closure. As a Market Data Analyst, you would be responsible for managing client subscriptions, advising on the procurement of new data services, negotiating with vendors, and ensuring our clients' employees have the proper workbench of data services required for their jobs. The Analyst will be the eleventh member of Concertiv's growing market data team.

This is a hands-on role, offering broad exposure to project management, negotiation tactics, and financial services operations in a highly entrepreneurial environment. While there is a substantial analytical component to the position, it is also very much about 'doing' and rapidly implementing ideas, including producing client-ready presentations and executing the details of data-driven projects. This is a client-facing and vendor-facing role that involves a high volume of effective written communications.

### What you'll do:

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- Negotiate hundreds of data subscriptions for clients
- Source new research, data, and technology products and recommend best-in-class products to clients, including exchange data
- Analyze business cases, cost projections, and vendor proposals
- Lead client calls with senior executives (CFOs, COOs, and GCs)
- Troubleshoot common subscription issues, including licensing problems and invoice verification
- Generate internal and external reports to track Concertiv customer service wins and negotiating success
- Create vendor landscapes to help clients assess product values

### Skills and experience:

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- Experience negotiating subscription agreements as either a buyer or seller is required
- Familiarity with data distribution platforms
- Understanding of exchange data, indices, and benchmarks
- Ability to speak authoritatively to client stakeholders including the C-Suite
- Basic math, data manipulation, and formatting skills to create client-facing work in Excel and PowerPoint; you don't need to be an artist, but we don't have a design team!
- Effective written communication via email, presentations, and (down the road) white papers/industry analysis
- Ability to balance simultaneous negotiations across multiple clients; calm under pressure

### Who will love this job:

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- A **competitor**: you are motivated to deliver wins on behalf of clients
- A **team player**: you know when to collaborate and when to execute solo
- A **problem solver**: you ask the right questions and drive towards solutions with exceptional attention to detail
- A **builder**: you will develop our infrastructure, playbook, and process to support our growth

### Benefits:

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- Competitive compensation and upside potential
- Ground floor opportunity to shape the strategic direction of an industry-disrupting business
- Exposure to business leaders across finance, law, consulting, and technology
- Sharp, motivated co-workers in a fun office environment
- Great work/life balance, including flexible vacation policy

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## About Concertiv Inc.

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Concertiv is a procurement-as-a-service platform that provides data analytics, group purchasing, and managed services to professional services firms and their key suppliers. While we currently focus on Market Data, Information Technology, Insurance, and Travel, we are opportunistic about finding additional ways to serve our customers. Our goal is to facilitate Buyer | Seller interactions in these categories by removing friction, opacity, and frustration.

Our team is hard-working, tight-knit, and creative. We emphasize collaboration, personal accountability, and kindness. We are committed to professional development, as we know that our success hinges on not only hiring top talent but also retaining that talent. We value diversity and believe forming teams in which everyone can be their authentic self is key to our success. We encourage people from underrepresented backgrounds and different industries to apply. Come join us!

To apply, please contact: [mary.langevin@concertiv.com](mailto:mary.langevin@concertiv.com)