

# Managing Director, US

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## ROLE SUMMARY

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TMT Finance is seeking a commercially driven, senior sales leader to spearhead its US market expansion. This is a pivotal hire — a senior, experienced leader on the ground in New York — and will be instrumental in establishing TMT Finance as the intelligence and data partner of choice for the world's leading digital infrastructure dealmakers in North America.

The MD will take ownership of US revenue performance, with a pathway to lead a sales team, some relocating from London and others recruited locally. As Country Head, you will also serve as the leadership anchor for all New York-based staff, providing direction, upholding culture and representing TMT Finance's commercial interests at the most senior level in the US market.

This is an outstanding opportunity for a proven sales leader who wants to build something — a chance to own a market, shape a team, and define the go-to-market playbook for a fast-growing B2B intelligence and data business in a red-hot sector.

## RESPONSIBILITIES

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### SALES REVENUE OWNERSHIP

- Act as player-coach: be prepared to roll up your sleeves and sell, close business, and help expand the market. You will own US revenue targets, driving new business acquisition and expansion across a portfolio of strategic accounts
- Partner with the KAM to ensure retention, upsell, and expansion across TMT Finance's most important US relationships
- Build and execute a go-to-market strategy tailored to the US market — identifying the highest-value segments, verticals, and buyer personas

### COUNTRY HEAD RESPONSIBILITIES

- Serve as the senior TMT Finance leader in New York, providing day-to-day leadership and cultural stewardship for all US-based staff
- Act as a dotted-line manager to commercial and non-commercial New York staff, ensuring alignment and coordination across teams
- Represent TMT Finance externally at senior levels — industry events, client meetings, and strategic partnerships
- Work closely with the London-based executive team (CEO, CRO, CCO, CPO) to align US strategy with global business objectives
- As senior leader in the US, support ad hoc operational needs including office selection and US vendor management

### COMMERCIAL STRATEGY & MARKET DEVELOPMENT

- Develop deep relationships with senior decision-makers across Investors, Banks, Advisors, and Law Firms in the US digital infrastructure and TMT M&A space
- Feed market intelligence back to product and commercial teams to shape platform development and data strategy
- Maintain rigorous pipeline discipline, forecasting accuracy, and CRM hygiene (Salesforce)

## WHAT WE'RE LOOKING FOR

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### EXPERIENCE & EXPERTISE

- Proven track record at VP, Director, or MD level in a B2B subscription or data/intelligence business selling into financial markets, with demonstrable experience hitting and exceeding revenue targets — personally and with your team
- Comfortable building, managing, and motivating high-performing sales teams; knows when to coach and when to hold the line on performance
- Strong understanding of digital infrastructure, TMT, capital markets, or adjacent sectors; fluent in the language of the investors, banks, and advisors who make up TMT Finance's client base
- Skilled at structuring a sales process, building a healthy pipeline from scratch, and delivering accurate forecasting; rigorous Salesforce user
- Credible at senior levels — can hold a room with a CIO, MD, or Partner; strong communication and presentation skills

### LEADERSHIP & MINDSET

- This is a market-building role. We need someone who thrives in ambiguity, takes ownership without needing extensive infrastructure, and finds the challenge of building from early stages energising rather than uncomfortable
- While the role demands autonomy, it requires tight alignment with a London-based leadership team — someone who operates as an extension of the global business rather than a standalone outpost
- Commercially hungry but client-focused — understands that sustainable revenue comes from genuine value delivery, not short-term pressure
- Brings structure and process discipline to the team without creating bureaucracy; raises the bar across the sales function

## WHY JOIN US

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- Own a market — this is a career-defining opportunity to build TMT Finance's US office from the ground up
- Join a business with exceptional fundamentals — 95% gross retention, 127% net retention, and a product actively evolving into a comprehensive data platform
- Flexible working — hybrid model with 3 days in-office (Tues-Thurs), 2 days remote
- Competitive package — base salary commensurate with experience, performance-based incentives, 401k, and additional benefits

## ABOUT TMT FINANCE

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TMT Finance launched in 2009 with a mission to support the growth of digital infrastructure powering the connected world. We combine intelligence, data, and global networks to help executives make smarter, faster strategic decisions. Today, we are the leading global business intelligence platform for digital infrastructure, trusted by dealmakers and senior executives worldwide.

Our subscribers include the world's leading investment banks, private equity firms, telecom and data centre operators, tower companies, cloud, fibre networks, and financial advisors worldwide. We are a fast-growing company with 40%+ annual growth over the past five years, ambitious global expansion plans, and investment into product, data, and content innovation. We are scaling from 75 to 100+ employees.

TMT Finance welcomes applications from everyone regardless of age, gender, ethnicity, sexual orientation, faith, or disability. All appointments will be based on merit and a fair and transparent process.

### **HOW TO APPLY**

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Please send your CV and a short cover letter outlining your relevant experience and why you would be a great fit for this role to [jenny.demetriou@tmtfinance.com](mailto:jenny.demetriou@tmtfinance.com) with “Managing Director, US Application” in the subject line.