

Relationship Manager

The Relationship Manager will lead TMT Finance's proprietary data acquisition effort, reporting into the Research Manager. This role owns the relationships that underpin TMT's dataset: proactively engaging financial advisors, legal advisors, funds, and companies to source proprietary deal data that cannot be obtained from public filings or desk research alone.

This relationship-led role requires the successful candidate to build and manage a network of market contacts, turning outreach into consistent, high-quality data submissions. Working closely with the wider company, they will help shape a core growth area of the business and make a visible commercial impact from day one.

RESPONSIBILITIES

PROPRIETARY DATA ACQUISITION & OUTREACH

- Lead direct outreach to financial advisors, legal advisors, funds, and companies to source proprietary deal data
- Build a structured, repeatable outreach process to convert cold contacts into consistent data submitters
- Own outreach targets and track conversion from first contact through to ongoing data submission

RELATIONSHIP BUILDING & MARKET ENGAGEMENT

- Develop and maintain a personal network of senior contacts across the digital infrastructure M&A and financing ecosystem
- Represent TMT Finance confidently on calls, in meetings, and at industry events to build trust with market participants
- Identify new sources of proprietary data as the business expands into new verticals and geographies

MARKET & DOMAIN EXPERTISE

- Maintain a strong understanding of core trends in the global digital infrastructure industry
- Stay abreast of regulatory, technological, and investment developments impacting data requirements
- Support proprietary research, benchmarks, and insight products with first-hand market intelligence

WHAT WE'RE LOOKING FOR

EXPERIENCE & EXPERTISE

- Proven experience in outreach strategy and relationship building
- Excellent verbal and written communication skills

LEADERSHIP & MINDSET

- Commercial mindset: driven, persistent, and confident opening new relationships
- High level of self-motivation
- Attention to detail and patience
- Strong multi-tasking and time management skills

WHY JOIN US

At TMT Finance, our intelligence powers investment shaping the future of digital infrastructure. We're a fast-growing, high-performance business where people take real ownership and deliver meaningful impact from early on.

We combine the ambition of a high growth business with the support of a close-knit team. Collaboration, curiosity and high standards define how we work, and we give our people the space to contribute ideas, build expertise and grow their careers.

Alongside this, we offer a competitive salary, performance-based bonus, 25 days annual leave plus your birthday off, and hybrid working Tuesday to Thursday in our characterful Shad Thames office. Just a short stroll from London Bridge, it's a warm, social space where people genuinely enjoy working together.

We recognise high performance, support wellbeing, and are committed to giving back through profit-linked charitable donations, paid volunteering and opportunities to work with partner charities.

You can find our full range of benefits on our careers page:
www.tmtfinance.com/about-us/careers

ABOUT TMT FINANCE

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

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 [CONTACT EMAIL] with "Relationship Manager Application" in the subject line.