



HATCHED LIMITED



#JOB-2467398



The Moorings, Lennox Place, South Circular
Road, Dublin 8, D08 NV96



No of positions : 1



Paid Position



37.5 hours per week



38000.00-42000.00 Euro Annually



03/09/2026



01/10/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : sinead@hatched.ie



Open your camera
app & point here
to view this ad
online



Client Account Executive

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

Hatched Analytics serves a client base of sophisticated hedge funds - primarily long/short equity strategies - headquartered in New York and London. We are looking for a Client Account Executive to support client growth, retention, and strategic business development initiatives.

The ideal candidate is highly organized, commercially curious, proactive, and comfortable operating within fast-paced, data-driven environments.

This vacancy is based in the Dublin office a minimum of Wednesday and Thursday. Others day from home or office. In-office days could increase to suit business.

Key Responsibilities

- Support client retention and relationship management initiatives across existing accounts
 - Identify opportunities for account expansion, cross-sell activity, and deeper stakeholder engagement
 - Create and maintain detailed fund briefings using a mix of internal data (CRM etc.) and external sources (Whale Wisdom, LinkedIn, etc.)
 - Assist with account mapping and organizational research across target accounts
 - Own outbound prospecting and relationship-building activities across calls, LinkedIn, Bloomberg, CRM systems, and sales engagement platforms
 - Maintain accurate pipeline tracking, CRM updates, and reporting processes
 - Track outreach campaigns and follow-up activity to keep momentum going
 - Work cross-functionally with commercial, marketing, and research teams to support growth objectives
 - Support data-driven sales initiatives and commercial strategy development
- ### Required Qualifications / Experience
- Experience selling alternative data, market intelligence, research, or data-driven solutions
 - Strong collaboration and communication skills - able to work fluidly with senior stakeholders
 - Familiarity with Bloomberg Terminal and financial market research environments
 - Understanding of modern B2B sales methodologies including MEDDIC, SPIN, consultative sales, account-based selling, etc.

Experience working with CRM tools, LinkedIn, enrichment tools and data sources like Whale

Wisdom

Strong organisational and research skills; able to synthesize information quickly and communicate it clearly

Experience with account mapping, stakeholder analysis, and research-led outreach strategies

High attention to detail with strong ownership and problem-solving ability

Experience leveraging AI-assisted tools and workflow automation to support and streamline sales, outreach, and research processes

Ability to operate effectively within fast-paced commercial environments

Reporting Line

Reports directly to co-founder, who leads the clients and sales efforts.

Work closely with the Marketing and Product/Data Analytics teams

- This vacancy is suitable for Remote/Blended working
- **Sector:** financial and insurance activities

Career Level

- Executive