

## Data Acquisition Officer

- within big data services

*In this job you will become part of an exciting forward-bound business with ambitious growth plans – where you will be given great responsibility, and opportunity to grow your career in an international environment. Here you will be able to combine your market insight with your commercial understanding – and you will have a central position for our future success in the market.*

You will be responsible for accelerating the way GateHouse brings in data by building strategic data partnerships with third parties.

You have the ability to identify and close unique new data deals, lead and own innovative data partnerships and find value for GateHouse, our partners and our clients.

GateHouse Maritime's product portfolio is underpinned by a growing set of exciting data partnerships. Each new data partnership enables new products to be developed and unlocks new opportunities for growth. This is a unique opportunity for you to work directly with executive management on growth-oriented initiatives.

### Your responsibilities

In order to strengthen our competitiveness in the market, we are looking for someone with flair for acquisition of data points – with the focus on sourcing new data that can increase the value of our data foundation.

You will have responsibilities in following areas:

- Identify companies with high-value data assets, engage with the external data and vendor ecosystem – you will actively go out and find new data ideas, getting out and then bringing back valuable market perspective on potential new data sets and vendors.
- Creativity in scoping, creating and internally pitching new value from combinations of vendor data into new data assets.
- Negotiation and pricing, structuring and closing new data deals with data owners and vendors – own all stages of the pipeline and collaborate internally.
- Work cross-functionally and collaborate with key partners, including legal and compliance, product, engineering, and executive management

**Your background:**

You have excellent business acumen skills and are motivated by making a perfect agreement and secure value for our future customers.

- You have 5+ years of experience in data or content acquisition, business development, partnerships, or sales.
- You are commercial, entrepreneurial and think outside the box about how data can be used to solve problems.
- You are proficient in driving end results with a track record of managing negotiations from end to end or commercial partner negotiations to close, etc.
- You have grit and tenacity - this role will initially be required to do all outreach to prospects
- You have interest and curiosity in the data ecosystem
- You have excellent communication skills and comfort working with CxO level prospects
- You have a 'can do' mindset, logical and organized.
- You have the ability to travel, attend events, visit data vendors and clients.

**Meet your new Team**

Check out our Culture Book on our website - and learn why our team members love being part of GateHouse!

You will be based in our Nørresundby headquarters. You must expect up to 30 travel days yearly - and must be fluent in English (writing/verbally).

**Application**

Should you have questions about the position, please do not hesitate to call CEO Martin Dommerby at +45 7020 1909.

We look forward to receiving your application and CV [here](#)

---

**About GateHouse:**

*GateHouse Maritime is a leader in Ocean Visibility solutions. We help global maritime service providers, cargo owners and logistic companies with transparent and accurate location data and predictions, cargo transport status, and offshore asset protection and surveillance. Our powerful maritime data foundation consists of 273 billion datapoints and +30 analysis and predictive models used for data-driven decisions by maritime operators worldwide. GateHouse Maritime is a subsidiary of GateHouse Holding, founded in 1992 and headquartered in Denmark, and which also holds the subsidiaries GateHouse SatCom and GateHouse Igniter.*

Read more: [www.gatehouse.com](http://www.gatehouse.com)