



Title: *VP, Hyperscale Sales*

Location: *Flexible*

About our Company:

Cologix provides network and cloud neutral interconnection and colocation services in highly strategic and densely connected data centers. We enable customers to scale their businesses rapidly and cost-effectively by delivering flexible space, reliable power, and dense cloud and network connectivity to customers in the carrier, cloud, content delivery, media, financial services and enterprise communities. Our customers have direct access to our local operations teams which result in strong partnerships backed by exceptional operational support and unparalleled customer service. With 25 Data centers in the United States and Canada, Cologix offers space, power, cooling, cross-connects and physical security for its customers. We are headquartered in Denver, Colorado and have data centers in Columbus (3), Dallas (2), Jacksonville (2), Lakeland (1), Minneapolis (3), Montreal (7), New Jersey (3), Toronto (2), and Vancouver (2) where we provide local dedicated support teams for our colocation and interconnection customers. Our company is backed by one of the largest North American Infrastructure funds and we have huge growth ambitions.

About the Position:

As a Managing Director, Hyperscale with Cologix you will be responsible for leading our strategic Hyperscale Sales team as well as carrying a team quota rollup.

What you do daily:

- Manage sales team and account engagements to ensure sufficient opportunities to meet and exceed quota targets
- Build and maintain relationships with Account decision makers and decision influencers, key business partners and influencers in the Hyperscale community
- Educate customers on Cologix technology and develops a working knowledge of Cologix Data Center Infrastructure offerings

What makes you a good fit: (Qualifications)

- 5-10 years of experience selling to Hyperscale buying community with a demonstrated track record of winning and closing large, complex contracts
- Conversant in market and customer business requirements and trends for the Hyperscale market and maintains market and competitive knowledge to ensure credibility with Customers
- Experience augmenting Hyperscaler value proposition through Neutral Data Center assets
- Executive Presence
- Working knowledge of unique attributes of Hyperscale client deployments
- Sales Leadership and People Management required
- Understanding of indirect selling methodologies and how to work within them
- Bachelor's degree highly preferred
- Flexible and adaptable
- Available to travel up to 50%

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.

Cologix is an Equal Opportunity Employer. Qualified applicants are considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, disability, or veteran status.