



Title: Account Executive

Location: Vancouver, British Columbia

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 an Account Executive with Cologix you will be responsible for leading strategic development and execution of our sales and brand presence in the Vancouver market as well as across our North American Platform.

What you do daily:

- *Hunt new prospects as well as manage and grow existing business*
- *Maintain awareness of the competitive landscape, market pricing and strategy*
- *Account Planning, revenue forecasting and opportunity management*
- *Leverage sales through partnerships, be that indirect channel partners, referrals, carrier relationships, leads from the Cologix business development team*
- *Participate in trade shows and local area networking events*
- *Carry and attain a monthly sales quota*

What makes you a good fit: (Qualifications)

- 4+ Yrs of proven success in solution based B2B selling (preferably industry related)
- Bachelor's degree from an accredited college or university (preferred)
- Deep understanding of the data center, real estate and telecommunications industries
- Deep understanding of the local business market
- Disciplined in the use of a CRM tool for forecasting and sales activity tracking
- Technical understanding of:
 - Datacenter infrastructure
 - Power infrastructure
 - Telco connectivity
 - Cloud / HyperScaler connectivity
- Must be articulate with a demonstrated consultative capability
- Organized
- Competitive personality
- Excellent interpersonal, verbal, and written communication skills
- Critical listener with effective questioning
- Self-starter that does not need constant supervision to be effective
- Able to manage high-level activity
- Positive attitude and the drive to want to win

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.