



**Title:** Sr Channel Manager

**Location:** Flexible (Preference for Central and West Coast locations)

***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 27 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 key member of the Cologix Channel Sales team you will be a top performing Channel Representative responsible for recruiting, onboarding, and managing an assigned account base of indirect sales Partners who sell new and existing products and services to business clients. You will focus on growing the Cologix relationship with partners, technology agents and high tech solution providers in the indirect channel space, supporting our channel programs and driving revenue growth.

***What you do daily:***

- Create new Partner relationships via partner recruitment activities driven by channel campaigns
- Partner Training and Onboarding
- Coordinate and deliver training and onboarding programs for Partners to ensure sales enablement of the partner channel
- Manage daily/weekly partner outreach to ensure Cologix is top of mind
- Identify, establish, penetrate, and strengthen key alliances in the technology partner community to position the company for new sales opportunities

- Strengthen relationships with Partners, ensuring a positive Partner experience
- Support the success of the assigned regions by developing productive partnerships and strategic go-to-market campaigns
- Facilitate funnel development via day-to-day activities, including preparation of customer presentations and price quotes
- Support event planning activities, including participation level, agenda, required attendees, content to be delivered, marketing collateral requirements, and scheduling key meetings
- Participate in industry events where Cologix has a presence
- Accurately forecast Sales & Revenue expectations as a result of activities
- Provide timely, detailed and accurate reporting to internal and external audiences (forecasts, prospects, funnels, schedules, expense reports, etc.)
- Other duties as assigned

***What makes you a good fit: (Qualifications)***

***Education, Expertise & Experience:***

- Bachelor's degree in related field highly preferred
- 3+ years' experience in channel management
- 5+ years' experience in the Telecommunications Industry, data center industry or hi-tech space influencing medium to large business customer in their buying decision
- Demonstrated track record of success:
  - Meeting and exceeding sales and revenue growth targets
  - Interacting with customers at all organizational levels
  - Managing RFP responses and negotiating and closing deals
- Experience in developing and building strategic relationships with VAR, System Integrators, IT consultants
- Influencing and collaborating across organizational boundaries
- Proficient in Microsoft Word, Excel, PowerPoint, Outlook, and customer relationship management (CRM) software

***Competencies:***

- Superior verbal and written communication skills
- Astute interpersonal relationship management
- Positive, professional attitude
- Quality- and customer-service driven to consistently delight customers
- Strong initiative, self-motivated, proactive, and resourceful
- Utilizes strong organizational and prioritization skills
- Team player who is willing to go above and beyond to help others
- Willing and able to accommodate periodic travel

*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.***