



***Title: Solutions Architect (Canada)***

***Location: Canadian Markets – Montreal preferred***

***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:***

We are looking for an entrepreneurial driven colleague to help support Cologix' sales team in developing and closing sales by providing cloud/IT/networking expertise, solution selling consultation, and on-going technical sales support for prospects, customers and partners across our North American Platform. The Solutions Architect will be a key member of the business development and sales team, educating customers of all sizes on the value proposition of Cologix and participating in deep architectural discussions to ensure solutions are designed for successful deployment.

**\*\*\*Canadian locations considered - French and English speaking required\*\*\***

The Solutions Architect will be knowledgeable in, and support, all of Cologix' product lines, proficient in cloud/IT/networking environments and will effectively manage a demanding schedule among a wide variety of technical and sales goals. He/She should have a strong background in the cloud services environment (private/public/hybrid) to define customer requirements and translate those requirements into Cologix technical solutions. The

Solutions Architect will play a role in both designing complex cloud solutions as well as helping aid the definition of the Company's cloud product roadmap.

The primary role of the Solutions Architect will be to act as a technical advisor/consultant for Cologix' customers, and the Cologix' sales team, architecting creative and complex IT/cloud/networking solutions for our customers. The role requires a broad range of knowledge and experience at the application layer to optimize performance over flexible and high performing infrastructure. The Solutions Architect should be able to articulate solutions to both technical & non-technical audiences. They will also provide leadership & mentoring to the sales team as well as other internal organizations and thought leaders of the organization.

This position supports all of Cologix North American platform (US & CAN) and therefore may require approximately 30% travel however will be focused on the Canadian market. The Solutions Architect may also be required to travel to other markets or other locations where customer IT / engineering groups are located to conduct and lead on-site meetings that are presented to customers.

***Essential Responsibilities:***

- Professional sales consultation of customer technical requirements to develop viable cloud solutions, resulting in key sales wins.
- Broad knowledge of Internet technologies including servers, networking equipment and storage design solutions for colocation, hosting & cloud.
- Broad knowledge of hyperscaler platforms such as Microsoft Azure, AWS, Google GCP & IBM/Softlayer.
- Quickly & accurately assess current operations, identify design flaws, and build consensus on both a proposed solution & plan of action.
- Strong ability to focus ambiguous customer needs into specific, deliverable requirements.
- Ability to extract hidden or unrealized customer requirements and gain consensus with the prospect.
- Assess performance and service level agreements against both business needs and expected results.
- Independently develop relationships and communicate with high-level internal and external technical staff.
- Presentation Skills: Able to design and present highly technical concepts and specifics solutions to internal and external audiences of varying technical capabilities in a clear, concise and easily understood manner.
- Influence cross functional departments to gain alignment and to drive design solutions with the appropriate organizations.

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

- 3+ years of technical experience – Hosting/Cloud companies, either operations or technical sales position preferred
- Effective Solutions Sales Capabilities: Demonstrates advanced solution selling abilities and effective, pro-active customer communications including proposal development, delivery, and RFP responses A combination of education and experience is acceptable
- Detailed knowledge of hosting technologies Attention to detail with good organizational capabilities
- Detailed knowledge and sizing experience of networking technologies Detailed experience with storage architectures associated to private/public and hybrid cloud environments
- Knowledge of DevOps methodologies and orchestration software is highly desirable
- Bachelor's Degree in Engineering, Computer Science, or related technical field preferred

**One or more of the following certifications highly preferred:**

- AWS Certified Solutions Architect – Professional (Amazon Web Services)
- CCNA/CCNP Cloud (Cisco)
- MCSE: Cloud Platform and Infrastructure (Microsoft)
- VMware VCP7 – CMA

**Knowledge, Skills & Abilities:**

- Ability to combine technical elements with business needs and business requirements of clients
- Understand the impact of technology on business challenges, processes and efficiency
- Confident, articulate & comfortable driving a conversation or presentation with strong personalities is a must
- Self-starter that does not need constant supervision to be effective
- Able to manage high-level activity
- Ability to work independently and consistently achieve results

*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.***