



Title: Director, Commercial Deal Desk

Location: Denver, CO

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 29 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 (10), New Jersey (3), Toronto (2), and Vancouver (3) 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 the Director, Commercial Deal Desk with Cologix you will have ownership of analysis, insights, and strategy for key pricing decisions that enhance revenue optimization and profit maximization. You and your team will work on a daily basis with our sales and other senior leadership to offer pricing decisions for strategic sales opportunities. You will lead the effort to analyze and interpret impacts of potential pricing moves on gross margin across entire Cologix platform as well as identify and communicate trends in pricing and proactively make recommendations to senior leadership. You will research and help develop databases, tools, and reports that support commercial decisions as well as take action on overarching strategic business objectives as it relates to revenue and EBITDA growth strategies and guidance. Important skills for success include being a proactive people leader and having written a colocation pricing playbook in the past.

What you do daily:

- Serve as a key advisor, identify and direct enterprise-wide strategy projects and oversee execution of deliverables related to Pricing Strategy and Commercial Excellence
- Analyze market pricing trends to ensure product pricing is appropriate and competitively set
- Partner with C-level/Senior Leadership, Marketing, Finance and Operations teams on product development, product pricing, product price positioning, go to market plans and operational execution/fulfillment
- Partner cross-functionally with the Product, Marketing, Solutions Architects and Operations teams to recommend pricing strategies and measure their impact
- Use your Finance background to translate commercial plans into driven results through sales
- Use experience to drive analysis for organizational initiatives and commercial direction
- Respond to customer RFP's
- Demonstrate thought leader-level abilities with, and/or a proven record of success directing efforts in evaluating and negotiating new and existing contracts, as well as leveraging pricing tools to contribute to pricing strategies
- Manage a team of direct reports

What makes you a good fit: (Qualifications)

- Bachelor's degree and four years related work experience or eight years related work experience post high school
- 5+ yrs experience in the colocation or telecommunications industry in a Pricing, Finance or Contract Management capacity is required
- Extensive knowledge of space, power and interconnection pricing as well as awareness of and understanding of network and cloud offerings
- Previous people management experience
- Expert level Excel skills
- Tableau experience (preferred)
- Customer negotiation experience
- Strong communications skills (verbal and written)
- Ability to interpret income statements
- Previous Success building strong cross-departmental business relationships
- Previous experience working cross functionally to analyze and help form business cases for new product offerings
- Multi-market pricing strategy creation (Intl preferred)
- Large scale deal analysis

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.