



**Title: Account Director – Hyperscale Sales**  
**Location: Flexible – PacNW given preference**

***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 a Global Account Director with Cologix, you will be responsible for leading strategic development and execution of the Cologix Sales and brand presence within the Hyperscale community. Cologix is rapidly becoming the standard in high-density compute environments for this vertical, serving both the largest established players and the emerging challengers. To accelerate this growth we are looking for a top performing entrepreneurial driven sales hunter to develop sales opportunities, identify, penetrate and close target accounts within some of the largest companies that exist today. The candidate will carry an individual quota and will be responsible for retiring that quota on a monthly basis through the closing of new sales. Demonstratable understanding of the data center, real estate and telecommunications industries is necessary. Must display the highest integrity at all times and be fully capable with all communications internal and external to the organization and exhibit strong funnel management, forecasting and quota attainment discipline.

***What you do daily:***

- Successfully prospect new opportunities and build a robust pipeline of opportunities within the Wholesale/Large Enterprise and Hyperscale Accounts
- Maintain awareness of the competitive landscape, market pricing and strategy
- Submit weekly revenue forecasting while ensuring accuracy within the company's CRM
- Participate in trade shows and local area networking events
- Drive opportunities through customer meetings, engagement with Solutions Architects and leveraging internal executive support

### *What makes you a good fit?*

- Bachelor's degree from an accredited college or university preferred
- C-Level engagement experience
- Deep understanding of high-density data center solutions and the telecommunications environment
- Minimum 5 years proven success in solution based selling, preferably related to data center, Internet, and WAN Services.
- Disciplined in the use of CRM tool for forecasting and sales activity tracking
- Technical understanding of:
  - Data Center Infrastructure
  - High density compute environments
  - Networking
  - Cloud / HyperScaler connectivity
- Must be articulate with a demonstrated consultative capability
- Experience having successfully sold colocation services to any of the following accounts highly preferred
  - AWS
  - MSFT
  - GOOG
  - ORCL
  - Alibaba
  - IBM
- Organized
- Integrity and high business ethics
- 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

*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.***