



Title: Business Development Representative

Location: Remote (North America)

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 33+ 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, Dallas, Jacksonville, Lakeland, Minneapolis, Montreal, New Jersey, Toronto, Vancouver, and Ashburn 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:

The Business Development Representative will drive lead generation activities and calendaring/setting of appointments for Cologix sales teams. Individual will research and identify leads in local markets utilizing organic research and a variety of sales tools. Once target lists are organized and identified, this individual will utilize the phone and email to contact and warm leads with the goal of securing a presentation opportunity for the field sales teams.

What you do daily:

- Assemble and organize targeted outbound calling campaigns for appointment setting
- Perform a high volume of Business to Business outbound calls daily
- Schedule qualified appointments for the outside sales team
- Achieve or exceed defined sales metrics for your position
- Collaborate with sales and marketing department team members to set defined number of qualified sales appointments
- Manage and update a Customer Relations Management (CRM) database with clear, concise summaries

- Communicate clearly and thoroughly with management and team members
- Prepare accurate reports on a daily, weekly or monthly basis as defined by management
- Other duties that may be assigned to meet business needs

What makes you a good fit: (Qualifications)

Education and Experience:

- Bachelor's degree or equivalent work experience
- 6 months+ of over the phone business-to-business cold-calling and lead generation experience
- Telecommunication or technology industry experience preferred but not required

Key Competencies:

- Ability to be assertive and persuasive without being aggressive
- Ability to navigate corporate structures to identify decision makers and determine buying process
- Excellent computer skills such as Microsoft Office Suite and familiarity working within a Customer Relationship Management (CRM) system
- Extremely strong work ethic
- A will to win and do what it takes to make the team successful
- Excellent Time Management and organization skills
- Active listening skills
- Ability to multi-task, learn quickly and think quickly
- Aptitude to work in a rapidly changing environment- desire to adapt to changing work requirements
- Self-reliant, reliable and motivated
- Excellent interpersonal, verbal and written communication skills
- Persistent nature and excellent follow-up skills
- French language (written and verbal) given priority consideration

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 proud to be an Equal Opportunity Employer. Qualified applicants are considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, gender identity, disability, or veteran status. If you need assistance in applying for any of our open positions, please contact us at recruiting@cologix.com or call 720-940-2551.