



Title: Director, Sales
Department: Sales & Marketing
Reports to: Chief Commercial Officer
Location: Santa Clara, CA or Ashburn, VA
Job Status: Full-Time

About Vantage Data Centers

At Vantage, we run some of the most customizable and scalable data centers in the world, with a meticulous focus on efficiency, operational excellence, reliability, testing, and maintenance. With campuses in Santa Clara CA, Quincy WA and Ashburn VA, we support the most demanding of large enterprises, technology companies and service providers. Vantage Data Centers was founded on the principle that modern-day data center design should evolve in innovative ways that lead to dramatic gains in energy efficiency. Years later, we're still leading that charge. It's through our focus on efficiency, collaboration, and operational expertise that our customers and company continue to excel.

Position Description

The Director, Sales will be responsible for identifying and generating sales for solutions that Vantage Data Centers offers. This position requires deep data center industry experience. The position requires a highly-motivated and results-driven individual who possesses the ability to work independently, and collaboratively, to achieve assigned goals and generate new business for Vantage. Success will be achieved from selling a specific product portfolio and an in-depth understanding of commercial real estate leases, including wholesale data center outsourcing and colocation. Target purchasers will be: CIOs, CFOs, VPs and Director-level Infrastructure & IT positions. The ideal candidate will be an established and networked sales performer who has the written, and verbal, skills to communicate with both existing and prospective customers across a wide spectrum of the data center eco-system. A "road warrior" mentality is a MUST!

Essential Duties & Responsibilities

- Execute on the Vantage sales strategy of identifying and competing for data center opportunities in a target geography/market or several geographies/markets
- Generate new business by leveraging existing relationships, cold calling and following up on leads
- Execute call campaigns tenaciously, lead generation, networking, proposal and tour assistance
- Partner with Marketing to ensure outreach and engagement with all third-party channels, including: Brokers, Agents, Resellers and Partners
- Generate proposals, RFP responses, technical responses and customer correspondence supporting all aspects of the customer relationship with Vantage and its revenue generating pursuits
- Provide accurate and timely forecasts to management
- Ensure lead/opportunity information is kept up-to-date in Salesforce

Required Qualifications

- 10+ years of related data center sales experience with an emphasis on selling of data center solutions, hosting, infrastructure services, leasing and outsourcing is required, 15+ years is preferred
- Bachelor's degree in Business Administration, Marketing, a related field, or equivalent experience required
- Demonstrated successful track record in sales of data center solutions or related technology required
- Excellent verbal and written communication skills, as well as consultative sales and negotiating skills required
- Proficiency with Salesforce strongly preferred
- Commitment to supporting an environment of world-class customer focus, transparency and collaboration
- Working knowledge of national providers along with the broader data center and technical real estate landscape
- Working knowledge and understanding of REITs strongly preferred
- Travel required is expected to be greater than 20% of time

Candidates should submit resumes to: jobs@vantagedatacenters.com. Include the position name in the subject line.