

# Data Center Sales Executive

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**The role of the Data Center Sales Executive is to drive new sales and revenue growth in a geographic territory and/or vertical industry. Primary function of role is to prospect for new client relationships in the defined regional and/or geographic territory.**

Data Center Sales Executives are expected to use consultative selling skills along with a strong understanding of the data center and technology industries to discover opportunities and achieve quota attainment in the data center/co-location business. Successful candidates will be able to demonstrate consistent historic success in developing new client relationships by meeting or exceeding sales targets. This is an exciting opportunity to join a high growth infrastructure technology organization with significant earnings potential.

## **What makes this role exciting:**

- Learning about potential customers' business and storage solutions requirements
- Territory/account management, including account planning and sales forecasting and marketing plan development
- Leads sales process and utilization of all available resources to manage accounts
- Multinational company with two diverse co-locations centers located in Germany and Switzerland
- Opportunity to guide and develop the business development plan in coordination with Senior Management

## **Key responsibilities:**

- Prospect for data center/co-location sales with new clients or partners
- In collaboration with management, develop territory plan, including prospecting activities
- Engage executives within prospects/end users within the companies to accelerate sales cycle and improve win rate
- Leverage and direct sales engineering, marketing, partners and overlay resources as appropriate
- Maintaining subject matter knowledge of colocation product offerings
- Management of the opportunity through "life cycle" including providing forecasting and activity updates.
- Present Company's compelling value proposition at a highly experienced level
- Use product promotions and programs to maximize success
- Ability to travel, as required, to meet potential clients

## **How your experience will help you hit the ground running:**

- Minimum of 5 years of proven success in
  - channel sales for an internet, network, data center, hyperscaler or cloud based products or services provider
  - or direct data center sales to medium to large-sized accounts

- Familiarity with Central Europe marketplace (Switzerland, Germany, France Italy) , companies and community
- Strong network of partners relationships
- A track record of closing sales of multi-million € / £ / \$ in Data Center / Co-Location solutions
- In-depth knowledge of and skilled in contract interpretation, negotiations and project management
- In-depth knowledge of strategic planning
- Educational background in economics or engineering.
- Fluency in English, other languages than English are an asset
- Excellent written, numerical and communication capabilities
- MS Office and Salesforce.com skills are highly appreciated
- Energy, enthusiasm and strong self-motivational skills

**Location:**

Switzerland. Our Swiss HQ is located in Leuk, Valais. You would be expected to go there regularly. Flexibility to travel in Europe for business development is a plus.

**Benefits:**

We offer highly competitive salaries, bonus programs, and unparalleled growth and development opportunities — all to create a compelling and rewarding work environment

**Contact:**

**Human Resource <[HR@signalhorn.com](mailto:HR@signalhorn.com)>**