
SALES MANAGER

FLSA Classification

Exempt

Position Type

Full-time

Reports to

VP Enterprise Sales / Chief Revenue Officer

Department

Sales

Job Location

Chicago

Date of Description

4/1/2021

JOB DESCRIPTION

Summary/Objective

STACK's Sales Manager is responsible for growing STACK's business.

They will conduct sustained outreach among key prospect and client stakeholders in a particular geography to make them aware of STACK's capabilities to provide campuses, build-to-suit data centers, colocation capacity, private data halls, and powered shell options. The Sales Manager is responsible for establishing and maintaining effective communications with appropriate executives and management to ensure proper sensitivity to sales needs.

They will engage with Clients in a variety of ways, build relationships, establish trusted partnerships and work in conjunction with Solutions Engineering team to provide a comprehensive data center solution, responsive to the Client's needs to potentially include concept, site selection, development, capital planning, design, and investment and maximize sales revenue to meet company objectives.

Essential Functions

Reasonable accommodations may be made to enable individuals with disabilities to perform these essential functions.

- Develop and maintain relationships at multiple levels of seniority within each target Client, across functions and lines of business which influence data center development.
- Intimately understand Client's strategy for data center deployments, by geography, design, intent, and product type.
- Meet and exceed assigned annual quota and other objectives assigned by the management.
- Work cross-functionally with internal business units to support existing leasing activities.



- Develop and manage territory coverage and account strategy plans; execute against sales objectives and overall business strategy.
- Grow client relationships throughout the target organization in each pertinent area of the business in collaboration with delivery leaders.
- Gather and report client and market intelligence and pipeline activities on a regular basis to internal stakeholders, including revenue acquisition team, company executives, and investors.
- Stay well-informed on industry changes, participate in professional organizations and industry events directly involved with the data center industry, and continually work to improve own sales techniques and knowledge.
- Participate in corporate-wide sales activities including focused sales campaigns.
- Present account reviews with team to identify and target practice area specific opportunities.
- Maintain an accurate sales pipeline within our CRM system (and/or other internal systems).
- Actively participate in regular internal sales meetings and functions, either in person or via conference call.

Work Environment/Conditions

Various

Required Education and Experience

- Has the aptitude to develop multi-threaded relationships with top targeted data center clients.
- Demonstrated mastery in managing account strategy, solution development, and relationship selling.
- Domain expertise with executing on data center, telecom, and technology infrastructure transactions in excess of \$200,000 of annual revenue.
- Minimum three years of experience in data center, telecommunications, or digital infrastructure industries
- Proven track record of exceeding quota in an assigned territory/vertical.
- Deep understanding of market, vertical, client and competitor business needs and strategies.
- Strong knowledge of enterprise IT workloads, requirements, and future technology trends.
- Successful track record of selling complex solutions to enterprise-grade clients.
- Experience negotiating complex contractual terms and conditions.
- Gravitas and professionalism reflected in verbal and written communications for presentations to sophisticated clients, prospects and senior internal audiences.
- Experience executing components of the full sales cycle for net new business for prospects and existing customers.
- Advanced knowledge of data center and cloud technologies.
- Experience in identifying prospect pain points and charting potential solutions in digital infrastructure space.
- Self-starter that does not require constant supervision.

Work Authorization/Security Clearance Requirements

Must pass comprehensive background screening



Equal Opportunity Employer

STACK provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

Employee signature below indicates the employee’s understanding of the requirements, essential functions and duties of the position.

Employee_____ Date_____