

Company: Visual Network Design, Inc.

Company Profile: Visual Network Design is a leader in the Data Center Management Software space. VNDI has developed the Rackwise™ Suite of innovative software technology for data center modeling, design, visualization and management. A growing number of F1000 customers are using the Visual Network Design software to manage their global data centers.

Job Title: **Contracts Manager**

Position: Direct Sales

Level: Level I

Reports To: Director of Operations

Location: Las Vegas, NV

Territory: US

Deal Size: \$50,000-\$100,000

Quota: \$1 million/year

Technology Experience Preferred: Computer Software

Business Process Experience Preferred: Aids in the preparation of contractual provisions and the administration of contract proposals.

Vertical Market(s) Experience Preferred: Med-Large Data Centers and organizations

Scope & Responsibility:

- Directs activities concerned with contracts for purchase or sale of equipment, materials, products, or services.
- Examines performance requirements, delivery schedules, and estimates of costs of material, equipment, and production to ensure completeness and accuracy.
- Prepares bids, process specifications, test and progress reports, and other exhibits that may be required. Reviews bids from other firms for conformity to contract requirements and determines acceptable bids.
- Negotiates contract with customer or bidder.

Background Required: Requires a bachelor's degree and 0-2 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under direct supervision; typically reports to a manager.

Education Required: Bachelors Degree

Personal Traits: See background required

OTE at 100% of Quota: \$

Other Compensation: TBD

Benefits: Vacation, sick, company paid holidays, medical, HSA, 401K.

Travel: 0-10%