

**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 visualization, documentation, modeling, analysis, and management. A growing number of F1000 customers are using the Visual Network Design software to manage their global data centers.

**Job Title:** Southern Regional Manager

**Position:** Direct Sales

**Level:** Individual Contributor

**Reports To:** Dir of Sales

**Location:** Dallas, TX

**Territory:** USA Western Region

**Deal Size:** \$100,000 - \$500,000

**Quota:** \$2 million/yr

**Technology Experience Preferred:** Network or Data Center Software, must have sold software.

**Business Process Experience Preferred:** Selling into large and mid-size enterprise or service provider accounts.

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

**Scope & Responsibility:**

- You must have prior experience selling mission critical software solutions to top level executives and stake holders in medium-to-large companies. You must be willing to generate and close new business opportunities within a geographical territory.

**Background Required:**

- Bachelor's degree in Business or equivalent experience required.
- Minimum of five years of experience Sales.
- Rolodex of IT decision makers and contacts.
- Expert at complex deal management.
- Proven ability to close six-figure software deals.
- Experience selling into lower, mid-level, and C-level executives.

**Personal Traits:** Proven success selling software and earning 200k+/year DO NOT APPLY UNLESS YOU HAVE EARNED 200k/YEAR FOR 2 YEARS STRAIGHT

**OTE at 100% of Quota:** \$280K

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

**Travel:** 35%