

Day in the Life of a Data Center Sales Executive



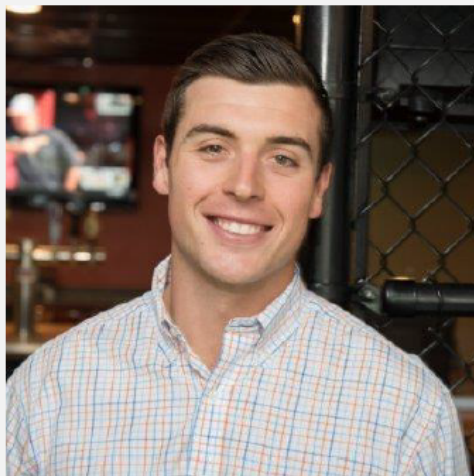
60%

Visiting Customers & Partners



15%

On Site working collaboratively with the Inside account team



Ryan Andrews
Data Center Sales Executive
Medium Business in Maine,
Vermont & New Hampshire

Handles 2500 in New England
Participating in quarterly DCSE
accreditations & weekly white
boarding sessions with his
engineering team



15%

Collaborating with Channel
Partners on Accounts &
Territories



10%

Account planning, analysis, trip
reports

*These percentages will vary slightly by individual depending on account set, region, etc.