

Day in the Life of a Data Center Sales Executive Manager



60%

Being in front of the Customers

Travelling & visiting Customers to talk about the value that Dell EMC can bring to their organisation and how we can help solve their challenges



Joseph Young
Data Center Sales Executive Manager

Leads the field Data Center Sales Organization for the United State covering Medium Business .
Has a group of 5 Sales Managers who manage about 40 sellers in the field talking to customers day in and day out about how we can help them transform their IT.



20%

Collaborating and being with the team working closely with Sales Managers and Sales Executives in the field



20%

Help team members develop themselves and understand what motivates them to be successful at their job