Data Centre Jobs in Business Management

A data centre business is just like any other company – it needs people to run all the usual functions like sales, marketing, accounts, finance, payroll, recruitment, cleaning – and of course provide strategic direction and leadership for the whole organisation. For some of these roles it helps to understand the technical and engineering challenges of data centre operations – for instance finance needs to understand why you have to buy more emergency generators than you actually need to power the site if the grid fails (which is of course that you need spares in case anything goes wrong!).   Sales teams need to understand the technical characteristics of the services they are offering to customers. CEOs need to understand the data centre market and wider trends in terms of government policy, business needs and consumer preferences. However some roles within the business operation need skills that are not specific to data centres and are therefore easily transferable to other business environments.

Sample roles

- <u>Account Director / Manager:</u> looks after individual customers, providing the main point of contact.
- <u>Business Development Director:</u> Explores opportunities to expand the business through sales opportunities.
- <u>Sales Manager / Director:</u> Expands existing business and brings new business/customers in.
- <u>CEO - Chief Executive Officer:</u> leads the company, taking responsibility for strategic decisions
- <u>COO – Chief Operating Officer:</u> in charge of all business operations
- <u>Finance Director / Management Accountant:</u> – responsible for financial management and reporting, customer billing, etc
- <u>Legal Counsel</u>: – some operators employ their own legal counsel, others rely on external services.
- <u>Marketing and Public Relations:</u> Manages branding and communications and public profile and reputation.
- <u>HR and Payroll team:</u> look after recruitment, staffing and paying salaries

Who is working on the data centre business side?

I'm David Watkins and I am the Solutions Director for VIRTUS, the fastest growing data centre operator in the UK.

I work in the Sales Team supporting all new business and developing solutions to meet our customers' needs, alongside managing the relationships with our biggest customers. Working in the data centre world has enabled me to work and travel around the globe, learn about the requirements of different industries and experience how each one deals with very different challenges. I've had the opportunity to study in France at a renowned business school, greatly enhance my own knowledge and build a great network of business contacts. Even after many years my career consistently provides new challenges and experiences, every day is different and the variety keeps the role interesting. Outside of work I enjoy travelling and watching sport (now I'm too old to play)!