

**Sales Director, East**

Next Generation Virtualization Company

**Company:** Bay Area Startup

**Financials:** Tier 1 Venture Funding, Series A

**Industry:** Large Enterprise Data Center

Enterprises currently use Virtual Machines to Virtualize a host of applications within the datacenter, however, with large databases and BigData Applications, bare metal is still the environment of choice. Our client solves this problem with a next gen platform that uses containers to provision, orchestrate & guarantee service - virtualizing these applications without performance degradation using half the current infrastructure.

**Candidate Requirements:**

- Startup experience
- Deep understanding of the underpinnings of today's modern cloud computing infrastructure - compute & storage
- A track record of success working for a manufacturer selling direct and with partners
- The ability to do the "Heavy lifting" required to build a region and the management experience to grow and hire as needed.
- Strong relationships with C level executives within the Fortune 1000's & Managed Service Providers

**Compensation:**

- Mid 300's base plus commissions
- Full Benefits
- Stock

If you feel that this role fits your qualifications, feel free to forward your CV to [info@hillmanpartners.com](mailto:info@hillmanpartners.com) referencing this role or call 561-266-8888