Director of Strategy and Development

- **FLSA Classification: Exempt**
- **Position Type: Full time**
- **Reports to Chief Strategy Officer**
- **Department: Strategy/Development**
- **Job Location: Denver, CO; Bay Area, CA**

JOB DESCRIPTION

Summary/Objective

At STACK, the Director of Strategy and Development is responsible for leading infrastructure development activities, including data center site location efforts, negotiating land transactions and supporting agreements, managing diligence and permitting efforts, optimizing utility and network interconnections, working with design and construction teams, and managing project budgets. A Director of Strategy and Development is also responsible for portfolio level strategy projects and corporate priorities, including identification of new markets, network and energy procurement, and participating in product development and sales-support activities. The ideal candidate will have extensive experience negotiating large, complex development deals and an ability to understand and align stakeholder interests.

Essential Functions
Reasonable accommodations may be made to enable individuals with disabilities to perform these essential functions.
- Lead data center and infrastructure development efforts, including location strategy, land procurement, property diligence and permitting, site and facility design, utility interconnection, finance, and taxes and incentives
- Negotiate data center development transactions, including the supporting legal instruments
- Interface with internal and external partners, including finance, construction, design and engineering, sales, legal, tax, and consultative resources
- Prepare business cases and recommendations for leadership approval
- Partner with sales team to pitch build-to-suit opportunities
- Maintain strategic relationships with in-region stakeholders

Competencies
- Comfortable and experienced at representing business interests to internal and external senior leadership, utility partners, government officials, and other stakeholders in a fast-paced, growth-oriented environment
- Detail-oriented
- Strong analytical, creative thinking, and communications skills with proven ability to communicate complex commercial and market information and analysis to all organizational levels

- Ability to manage multiple projects and collaborate with internal staff, and external consultants, vendors and other stakeholders
- Proficient in Microsoft Office product suite, or similar

Supervisory Responsibilities: N/A

Work Environment/Conditions: Office

Physical Demands: N/A

Travel Required: Domestic travel required; 25-50% at times

Required Education and Experience
- Bachelor's degree in a business or technical discipline required
- Significant prior experience (8+ years) development for data centers or other mission critical facilities
- Significant experience leading complex transactions

Preferred Education and Experience: N/A

Additional Eligibility Requirements: N/A

Work Authorization/Security Clearance Requirements: N/A

Affirmative Action/EEO statement: N/A

Other Duties
Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

ABOUT STACK INFRASTRUCTURE

Our goal is simple: To solve the biggest challenges of scale for the world's most innovative companies.

Our mission is clear: To provide a relentlessly client-centric, transparent experience to the companies whom we serve.

It's a technical challenge as we continue to plan, build and operate the largest, most adaptable data centers where our clients want to be.

It's an intellectual challenge as we stay one step ahead of demand and provide a vision for future growth.

And it's a human challenge as we anticipate client needs and proactively adapt to give them a seamless end-to-end experience.

We're building digital infrastructure to support growth, innovation, and transformation. And we need exceptional people to join us. Will that be you?

The world runs on data. And data runs on STACK.