

JOB TITLE: Director International Business Development

EMPLOYER: Dynamic Data Centers Solutions, Inc.

DEPARTMENT: Sales

REPORTS TO: Chief Revenue Officer

LOCATION / WORK ARRANGEMENT: Remote - significant international travel required (estimated 30%)

EMPLOYMENT TYPE: Full-Time

FLSA STATUS: Exempt

Position Summary:

DDC Solutions is looking for a Director of International Business Development to lead our expansion into global markets by building and managing a structured, licensable go-to-market model with regional partners across EMEA, APAC, and LATAM. Rather than building international infrastructure from scratch, this role plugs DDC's rack containment technology into established regional sales, service, and engineering footprints, identifying and structuring the right partner for each market — whether that's an existing regional entity within DDC's own corporate family or an independent regional partner.

This is a builder role: you'll design and own the international licensing framework, work hands-on with regional partner teams to enable them to sell and support DDC, and travel internationally on a regular basis to represent DDC at partner sites and industry events. You'll need to move comfortably between DDC's fast-moving, entrepreneurial culture and the larger, more process-driven organizations you'll be partnering with.

Key Responsibilities:

- Design, build, and own DDC's international licensing model — the commercial and legal framework governing how DDC products, IP, and brand are deployed by regional partners internationally.
- Serve as the primary liaison between DDC Solutions and regional partner organizations for data center cooling opportunities, building relationships with regional sales, engineering, and channel leaders.
- Localize and adapt DDC sales enablement materials, pricing, and technical specifications for regional markets — accounting for local codes, voltage/refrigerant standards, and buyer expectations.
- Train and enable regional partner sales and technical teams to position, quote, and support DDC products in their territories.
- Track and report on international pipeline and licensing performance sourced through regional partners.
- Identify and prioritize international markets for data center cooling demand, and identify or evaluate the strongest available partner for each market.
- Build market-entry and licensing business cases, including revenue modeling and prioritization frameworks for new regions.

- Represent DDC at international trade shows and industry events (e.g., DCD LATAM, Yotta, and similar regional data center conferences), traveling internationally as needed to support partner relationships and market development.
- Monitor competitive landscape, regulatory requirements, and certification standards (UL/CE and regional equivalents) across target markets.
- Partner with DDC legal and compliance on import/export documentation and country-of-origin requirements for international shipments; maintain enough working knowledge of trade regulations to flag risk early and know when to loop in legal/compliance.
- Partner with DDC engineering to identify product and certification gaps for international deployment.
- Coordinate with DDC sales leadership to qualify and hand off inbound international leads, and provide regular reporting to the CRO on international pipeline, licensing performance, and partnership health.

Required Qualifications:

- Bachelor's degree in Business, International Business, Mechanical Engineering, or a related field; MBA a plus.
- 5–8 years in international business development, licensing, channel/partner management, or international sales, ideally within B2B industrial, HVAC/mechanical, data center, or technology sectors.
- Demonstrated ability to build and structure a licensing or channel model from the ground up — this is not a role for someone who has only operated within an existing framework.
- Program management experience, including experience operating inside a matrixed, multinational parent/subsidiary structure — proven ability to sequence, track, and report on a multi-region, multi-stakeholder initiative.
- Proven relationship-building across organizational boundaries within large, process-driven global organizations, and excellent presentation and training skills for enabling regional partner teams to sell and support the product.
- Willingness and ability to travel internationally on a regular basis, including extended trips to partner sites and industry events (estimated 30%).

Preferred Qualifications:

- Background in the data center industry or mechanical/HVAC/AC engineering world.
- Direct experience with import/export operations or international trade documentation.
- Manufacturing background, or experience working closely with manufacturing/supply chain teams.
- Existing relationships with regional partner organizations in target international markets, and experience building or managing a licensing agreement or franchise-style commercial model.
- Proficiency in a language beyond English is a plus. English is the primary language of international business, but speaking a region's native language — e.g., Spanish/Portuguese for LATAM, German for EMEA — can bring added comfort and clarity to partner relationships.

- Experience with CRM and pipeline reporting across multiple regions and currencies.

Physical Requirements / Work Environment:

Remote position with significant international travel to regional partner offices, prospective partner sites, and industry events (estimated 30%). May require standing, walking, or light lifting during events and site visits. Time zone flexibility required for coordination with international regions. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

How to Apply:

Interested candidates should submit their resume to Human Resources at humanresources@ddcsolutions.com.