



LEESBURG, VA 20175
EMAIL: ASG@ASG-TEAM.COM
ASG-TEAM.COM

Client Success Executive – Data Center Consulting

Location: Loudoun County, VA

Travel: Up to 10–15% domestic travel

Employment Type: Full-time, W2

About the Role

ASG is seeking a Client Success Executive to serve as the primary point of contact guiding clients from initial engagement through site readiness and ultimately to go-to-market eligibility. This is a consulting-oriented role focused on advising, tracking, and driving client progress against a defined readiness roadmap—not traditional project execution oversight. The Client Success Executive works closely with clients and internal teams to identify gaps, remove obstacles, and keep clients moving forward toward the moment their assets are ready to be brought to market.

The Client Success Executive owns a portfolio of active client relationships, maintaining visibility into each client’s readiness status across utilities, permitting, land development, due diligence, and other site-specific workstreams. This role operates upstream of go-to-market (GTM) activity—handing clients to the GTM team when they are ready to engage buyers—and is the connective tissue between client intent and market-ready execution.

Key Responsibilities

- **Client Readiness Advisory:**
Serve as a trusted advisor to clients navigating the path to site readiness. Translate ASG’s defined readiness roadmap into clear, actionable guidance for each client—covering utilities, permitting, land development progress, due diligence, and related workstreams. Proactively surface obstacles and coach clients toward resolution.
- **Readiness Status & Portfolio Oversight:**
Manage multiple clients and active projects simultaneously, ensuring deliverables are organized, dependencies are clearly tracked, and priorities are aligned with client expectations.
- **Consulting & Problem Solving:**
Maintain all project trackers, dashboards, and documentation—including site readiness checklists, meeting actions, and high-level project plans.
- **Go-To-Market (GTM) Handoff & Coordination:**
Partner closely with the GTM team to align on client readiness thresholds and ensure a smooth, well-timed transition when a client is ready for go-to-market engagement. Prepare clear readiness summaries and internal briefings to enable the GTM to engage buyers effectively.
- **Cross-Functional Coordination:**
Coordinate with engineering, real estate, utility, legal, and strategy teams to gather the inputs clients



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need to advance their readiness. Connect clients with the right ASG resources at the right time, and ensure internal teams have the context required to support client progress efficiently.

- **Readiness Tracking & Documentation:**

Maintain accurate, up-to-date records for each client's readiness status, milestones, open items, and next steps. Leverage ASG's existing frameworks and tools to ensure consistent tracking and reporting across the portfolio, supporting both internal visibility and client accountability.

Key Qualifications & Competencies

- College degree preferred. Candidates with degree(s) in math, real estate, business finance, economics or related areas are strongly encouraged to apply.
- 4–8 years of experience in a client-facing consulting, advisory, or account management role required. Experience in complex development, infrastructure, or real estate environments strongly preferred.
- Preferred background in data center development, real estate development, utilities/energy, mission-critical facilities, or a related infrastructure sector.
- Demonstrated ability to guide clients through multi-phase processes, with strong instincts for diagnosing blockers and driving progress through influence rather than authority.
- Ability to manage a large volume of parallel workstreams without sacrificing accuracy or quality.
- Advanced skills in the Microsoft Suite (Excel, PowerPoint, SharePoint, etc.). CRM experience preferred.
- Exceptional communication and organizational skills.

Work Environment

- **Hybrid Role:** We believe in face-to-face collaboration while maintaining flexibility. Team members typically work from our Loudoun office 2 days per week, with the remaining days remote. Exact schedules are coordinated with managers based on business needs.
- Up to **10–15% domestic travel** for site visits, client meetings, or cross-team alignment.

ASG offers a competitive benefits package including medical, dental, and vision coverage (with employer contribution toward premiums), and paid time off.

ASG is an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin or ancestry, physical or mental disability, as well as any other category protected by applicable federal, state, or local laws.