

Work Vapor

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Account Executive Remote USA, AWS Solutions Sales, Competitive Salary | Carbon60

Hiring organization
Carbon60

Description

Company: Carbon60 (OpsGuru / C60 Digital)
Position: Account Executive (SMB)
Industry: IT Services / Cloud Solutions
Location: Remote – United States (Texas Focus)
Employment Type: Full Time
Email: careers@opsguru.io

Employment Type
Full-time, Part-time

Job Location
UNITED STATES
Remote work from: UNITED STATES

Role Summary:

Date posted
03/14/2026

- Drive new business growth across the US market
- Position OpsGuru as preferred AWS solutions partner
- Build and manage strong sales pipeline
- Work closely with executive leadership on GTM strategy

Key Responsibilities:

- Build relationships with new target organizations
- Generate opportunities in managed hosting and cloud services
- Develop and execute go-to-market strategy in Texas
- Consistently achieve annual sales targets
- Create campaigns, events, and promotions to drive pipeline
- Prospect and cultivate new business opportunities
- Maintain and expand existing enterprise accounts
- Prepare proposals, RFQs, and complex bids
- Promote OpsGuru value proposition in the market
- Provide market feedback to improve strategy and services

Required Experience:

- 5–7 years in strategic solutions or cloud sales
- Background in managed hosting or outsourced IT industry
- Knowledge of AWS, Azure, or similar cloud platforms

- Strong prospecting, qualification, and closing skills
- Network within complementary IT or cloud partners
- Excellent communication and negotiation skills
- Highly organized with strong multitasking ability
- Self-driven with entrepreneurial mindset

Work Environment:

- Remote-first workplace
- Flexible work hours and location
- Fast-paced, growth-focused culture

Compensation & Benefits:

- Competitive compensation package
- 401K match
- Healthcare plan
- Perkopolis employee discounts
- Inclusive and collaborative culture

Important Notes:

- Only shortlisted candidates will be contacted
- Accommodation requests supported via email
- Equal opportunity employer committed to diversity

How to Apply:

Send your resume or contact on WhatsApp at Not Provided or email at careers@opsguru.io