

Work Vapor

<https://workvapor.com/jobs/account-executive-smb-aws-cloud-sales-5-7-years-dallas-austin-tx-remote-carbon60/>

Account Executive SMB – AWS Cloud

Description

Company: Carbon60 – OpsGuru

Position: Account Executive SMB

Industry: Cloud Computing | IT Services | Digital Transformation

Location: Dallas, TX (Remote First – Texas Preferred Austin or Dallas)

Employment Type: Full Time

Salary: Not Disclosed

Contact Us:

Email: careers@opsguru.io

Key Responsibilities:

- Build relationships with target organizations to generate managed hosting and cloud opportunities
- Develop and execute go-to-market strategy to expand presence across Texas
- Consistently deliver annual sales targets and revenue goals
- Identify, qualify, and close new business through direct and indirect sales models
- Maintain and upsell existing enterprise-level accounts

Skills & Qualifications:

- 5 to 7 years experience in strategic solutions selling within managed hosting or outsourced IT
- Strong knowledge of AWS, Azure, and cloud hosting technologies
- Proven ability to prospect, qualify, and close complex sales opportunities
- Strong communication, negotiation, and presentation skills
- Ability to build trusted partner networks and complementary service relationships

Additional Information:

- Remote-first work environment with flexible work hours
- Competitive compensation package
- 401K match and healthcare plan
- Partnership discounts through Perkopolis
- Inclusive and equitable workplace culture

How to Apply

Apply through the official Carbon60 careers page

Hiring organization

Carbon60 – OpsGuru

Employment Type

Full-time

Job Location

US

Remote work from: USA

Date posted

02/12/2026