

Work Vapor

<https://workvapor.com/jobs/applications-sales-manager-cloud-software-sales-173k-332k-usd-remote-usa-calix/>

Applications Sales Manager (Remote)

Base Salary

USD 173000 - USD 332000

Description

Company: Calix

Position: Applications Sales Manager

Industry: Telecommunications Technology | SaaS | Cloud Solutions

Location: Remote – United States (Preferred near Tennessee)

Employment Type: Full Time

Salary: \$173,000 – \$332,000 USD annually (Location Based OTE)

Contact Us:

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Key Responsibilities:

- Lead strategic sales efforts for Calix Cloud SaaS and SmartLife solutions across regional accounts
- Manage complex end-to-end sales cycles including C-level presentations
- Conduct discovery conversations to identify, qualify, and close strategic opportunities
- Collaborate with engineering, customer success, and account teams in matrix environments
- Provide market feedback on product development and pricing strategies

Skills & Qualifications:

- 5+ years quota-carrying SaaS or cloud sales experience
- Strong major account management and strategic account planning skills
- Exceptional presentation, negotiation, and communication abilities
- Experience selling to Communications Service Providers preferred
- Bachelor's degree or equivalent required

Preferred Competencies:

- Experience with SPIN selling, Value Selling, or Major Account Selling methodologies
- Ability to manage extended development cycles and complex territories
- Comfortable working in distributed virtual teams
- Valid driver's license required

Additional Information:

- Compensation varies by geographic location

Hiring organization

Calix

Employment Type

Full-time, Part-time

Job Location

Tennessee, US

Remote work from: US

Date posted

02/13/2026

- San Francisco Bay Area: \$221,000 – \$332,000 USD
- Select US Metros and States: \$192,000 – \$288,000 USD
- Other US Locations: \$173,000 – \$260,000 USD
- Remote-first distributed team environment
- Drug Free Workplace

How to Apply

Apply directly through the employer's official career page