Senior Account Executive – Data Center Infrastructure

Remote · US · Full-time · **$150k–170k**

Senior Account Executive – Data Center Infrastructure
Location: Remote (US-Based) – Must reside within 60 minutes of an international airport
Salary: $150,000 - $170,000 base + Uncapped Commission (paid quarterly) + Benefits
Estimated On-Target Earnings (OTE): Year 1: $200,000+ | Year 2: $300,000+
Benefits: Medical, Dental, Vision, Holidays, PTO
Job Type: Full-Time | Remote + Travel
Travel: up to 50%; primarily domestic, typically 3-4 day trips every other week
Start Date: ASAP

Senior Account Executive – Data Center Infrastructure Description

The data center industry is experiencing an unprecedented boom driven by high-density computing and AI workloads. Our client, an innovator in advanced data center thermal management, is seeking a high-performing Senior Account Executive to capitalize on this massive market demand. In this role, you will champion the national expansion of a cutting-edge portfolio of engineered cooling solutions (including liquid cooling technology). This is a full-cycle, hunter-heavy enterprise position: 60–70% of your time will be dedicated to pioneering new logos, while the remaining time will focus on scaling existing strategic accounts. With the company growing rapidly, this role offers the potential to move into sales leadership and build a team of your own as the business expands. If you have deep technical aptitude, an understanding of the data center ecosystem, and a hunger for uncapped commissions, this is an opportunity to grow both your earnings and your career.

Senior Account Executive – Data Center Infrastructure Responsibilities

- Identify, target, and win new logos across hyperscale, colocation, and enterprise data center markets
- Cultivate relationships with data center operators, developers, consultants, and contractors
- Grow existing accounts through repeat business and additional opportunities
- Identify target accounts, projects, decision-makers, and market entry points
- Independently manage prospecting, proposals, pricing, negotiations, and closing activities
- Partner closely with engineers to design and deliver technical and commercial proposals
- Represent the company at trade shows, conferences, and customer meetings
- Maintain pipeline, forecast, and opportunity information in CRM/ERP systems
- Share customer and market feedback with engineering and leadership

Senior Account Executive – Data Center Infrastructure Qualifications

- 5+ years of B2B technical/engineered solutions sales experience required
- Familiarity with the full B2B sales cycle and contract negotiations required
- Recent data center or mission-critical infrastructure industry experience required
- Liquid cooling, power generation, or related thermal/power management systems knowledge required
- Ability to independently identify target accounts and opportunities required

- CRM/ERP pipeline management experience required
- Willingness and ability to travel up to 50% required

Apply: https://twonice.hire.trakstar.com/jobs/fk0zi3r/?apply=true

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