

MountainCloud Joins Anthropic Partner Network to Deliver Claude-Powered Revenue Operations Solutions

Atlanta-based RevOps consultancy brings AI-native intelligence to CRM, GTM strategy, and sales team workflows

ATLANTA, June 10, 2026 — MountainCloud today announced it has joined the Anthropic partner network, positioning the firm as a dedicated provider of Claude-powered revenue operations solutions. The partnership reflects MountainCloud's belief that AI's most immediate and measurable impact on enterprise performance is in the revenue engine — where data quality, process discipline, and team execution converge.

While many technology firms are racing to attach "AI" to existing service lines, MountainCloud is taking a more focused approach: applying Claude specifically to the problems that RevOps, sales, and GTM teams face every day.

That means four concrete capabilities, delivered as part of every engagement:

Pipeline & CRM intelligence

Claude reads deal data, activity history, and CRM signals to surface insights that reps and managers can't see manually — inside HubSpot and the tools they already use.

GTM process automation

AI agents handle the repetitive RevOps work — data enrichment, lead routing, reporting, and onboarding sequences — so operators spend time on strategy, not maintenance.

Revenue team enablement

Claude embedded as an assistant for sales, CS, and revenue ops teams — inside their existing workflows, reducing context-switching and accelerating decision-making.

RevOps strategy + AI implementation

MountainCloud closes the gap between AI potential and operational reality — combining RevOps process expertise with hands-on Claude implementation, so clients don't get strategy without execution.

"Revenue operations is where AI has the clearest ROI story — it's measurable, it's process-driven, and the data is already there. Our job is to make Claude actually work inside a client's revenue engine, not just demo well."

Zachary Wing], CEO & Co-Founder, MountainCloud

Access to Anthropic's partner resources, training, and technical support means MountainCloud clients benefit from both implementation expertise and a direct line to the team behind Claude — reducing risk on AI initiatives that have real revenue stakes.

Claude-powered RevOps solutions are available to MountainCloud clients immediately. Existing clients should contact their account manager; new inquiries can reach the team at info@mountaincloud.io.

FOR IMMEDIATE RELEASE

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About MountainCloud

[Boilerplate: 2–3 sentences on what MountainCloud does, who it serves, and where to learn more. mountaincloud.io]

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