

Account Executive

Sequel Data Systems, Inc.

Location: Austin, Dallas, Houston, San Antonio, or El Paso, Texas

Department: Sales

Reports to: Regional Sales Director

Type: Full-time, quota-carrying

About Sequel

Sequel Data Systems has been solving hard IT problems for Texas organizations since 1986. We design, procure, implement, and support data center, networking, security, and cloud environments for public sector and commercial clients across the state. We are a Texas DIR and TIPS approved vendor and hold top-tier partnerships with Dell Technologies, Microsoft, HPE, Cisco, VMware, and Pure Storage.

The Role

The Account Executive owns a defined territory and book of business and is responsible for growing both. You will sell the full Sequel portfolio — infrastructure and hardware, professional services, cloud, and recurring support offerings — to K-12 districts, higher education, local government, and commercial organizations.

This is a consultative, relationship-driven sales role. Our best Account Executives are technically fluent, understand their customers' environments and budget cycles, and bring engineering into the conversation early.

What You'll Do

- Own and grow revenue and gross profit in an assigned territory or vertical
- Build and maintain executive and technical relationships within your accounts, from IT director to superintendent to CFO
- Develop and manage a qualified pipeline in our CRM, with accurate forecasting and disciplined opportunity management
- Partner with solutions engineers on discovery, solution design, and proposal development
- Attach professional services and recurring support to product opportunities as a standard part of every deal
- Navigate public sector procurement, including DIR, TIPS, and other cooperative contract vehicles, RFPs, and formal bid processes
- Work with manufacturer and distribution partners on deal registration, pricing programs, and joint account planning
- Prepare and present quotes, statements of work, and renewal proposals
- Maintain accurate account, opportunity, and order documentation to support billing and post-sale delivery

What You Bring

- Three or more years of quota-carrying B2B technology sales experience; VAR, MSP, or manufacturer background strongly preferred
- Demonstrated record of meeting or exceeding revenue and margin targets

- Working knowledge of enterprise infrastructure: servers, storage, networking, virtualization, security, and cloud platforms
- Ability to lead a business conversation and a technical conversation in the same meeting
- Experience selling into public sector or education is a significant advantage; commercial and healthcare experience is equally valued
- Strong written and verbal communication skills and comfort presenting to executive audiences
- CRM discipline and accurate forecasting habits
- Valid driver's license and willingness to travel within Texas for customer meetings

What We Offer

- Competitive base salary plus uncapped commission
- Health, dental, and vision coverage
- 401(k) with company contribution
- Paid time off and holidays
- A deep engineering bench and pre-sales support so you can sell solutions, not just SKUs
- A 40-year customer base and established contract vehicles to sell through
- A company small enough that your results are visible, and large enough to compete for any deal in the state