



Position: Director, Sales - West

Company: Lqid, Inc.

Work Location: San Francisco Bay Area (preferred) or Remote (US)

Who We Are

Lqid is doing for AI infrastructure what VMware did for x86 servers, bringing the agility of the cloud to the on-prem datacenter to dynamically allocate and share GPUs, memory, and other resources. This functionality is critical in running AI and advanced-data workloads in production (a.k.a. Inference). Lqid Matrix software enables global organizations to accelerate the adoption of AI, HPC and VDI by unlocking the bottleneck of GPU utilization and availability through dynamic pooling and sharing of AI resources for higher performance with less total cost, less power, and less hardware.

About the Role

Own a Strategic Territory at the Center of the AI Infrastructure Boom

AI infrastructure demand is exploding — and Lqid is uniquely positioned to lead the next decade. Our Matrix platform lets enterprises, federal agencies, and AI cloud operators dynamically compose GPUs, CPUs, memory, and storage from disaggregated pools. The result: **10x tokens/sec**, **5x tokens/\$**, and **2x tokens/watt** for AI training and inference at scale.

We're expanding our direct sales organization across North America, and the **West region is one of our highest-impact territories**. If you're a proven enterprise seller who thrives in complex, high-growth environments, this is your moment.

Key Responsibilities

- Own the **full sales cycle** across enterprise, hyperscaler, and large data center accounts
- Build and execute a territory strategy that balances **new logo acquisition** with **expansion**
- Lead **multi-stakeholder, technical + executive sales cycles** with CIOs, CTOs, and AI leaders
- Partner with Systems Engineers to deliver compelling demos, POCs, and solution validation
- Develop tailored proposals, ROI models, and business cases that tie Lqid to customer outcomes
- Maintain a **rigorous, accurate pipeline** with disciplined Salesforce forecasting
- Collaborate with channel partners, marketing, and leadership to accelerate regional growth



- Drive outbound activity, executive outreach, and on-site customer engagement across the West

What You Bring

- 8+ years of enterprise technology sales with a track record of **consistent over-achievement**
- Experience selling **infrastructure** (compute, storage, networking, or AI/ML)
- Proven ability to close **seven-figure, multi-threaded deals**
- Strong executive presence; equally effective with technical champions and C-suite buyers
- Salesforce power user with excellent forecasting discipline
- Highly self-motivated, resourceful, and comfortable operating autonomously in a fast-moving environment
- Based in the Western US with ability to travel extensively

Join Us

Embrace the opportunity to be part of a dynamic team, driving innovation in a thriving industry. Apply now to shape the future of IT infrastructure with Liquid. We look forward to receiving your application and exploring how you can contribute to Liquid's growth.

Compensation and Benefits

- Base compensation: \$155k-175k depending on experience with unlimited commission
- Generous Medical/Dental/Vision/Life/Disability benefits package
- 401K
- Unlimited PTO
- Paid Company Holidays
- Cell phone stipend
- Free daily lunches provided in the office
- Flexible, casual work environment

Liquid is committed to a diverse and inclusive workplace. Liquid provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.